



Xerox Network Printers Product Reference Guide

Includes Tektronix Phaser Color Printers and Xerox DocuPrint N Series Printers

XEROX
NETWORK PRINTERS



Phaser 850



DocuPrint N3225/4025



Phaser 750



DocuPrint N2025/2825



Phaser 780



DocuPrint N2125

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Xerox Network Printers Positioning Guide

| | Phaser 850 | Phaser 750 | Phaser 780 | N2125 | N2025 | N2825 | N3225 | N4025 |
|--|------------|------------|------------|-------|-------|-------|-------|-------|
| WORKGROUP SIZE | | | | | | | | |
| Small (2-15 users) | ● | ● | ● | ● | ● | ⊙ | | |
| Medium (10-25 users) | ● | ● | ⊙ | ⊙ | ⊙ | ● | ⊙ | |
| Large (20-40 users) | ⊙ | ⊙ | ○ | ○ | ○ | ⊙ | ● | ● |
| High Volume Departments (25+ users) | ○ | ○ | ○ | | | ○ | ⊙ | ● |
| PRODUCT PERFORMANCE | | | | | | | | |
| Image quality | ● | ● | ● | ● | ● | ● | ● | ● |
| Print speed (color) | ● | ⊙ | ⊙ | | | | | |
| Print speed (black) | ○ | ○ | ○ | ● | ● | ● | ● | ● |
| Color matching | ⊙ | ⊙ | ● | | | | | |
| Ease of use | ● | ⊙ | ⊙ | ● | ● | ● | ⊙ | ⊙ |
| Cost per print | ● | ⊙ | ○ | ● | ● | ● | ● | ● |
| Oversize printing (11 x 17 or larger) | | | ● | | ● | ● | ● | ● |
| Prints on both sides of paper | ● | ● | | ● | ● | ● | ● | ● |
| Media flexibility (throughput) | ● | ⊙ | ● | ● | ● | ● | ⊙ | ⊙ |
| Finishing options (stapling, collating, etc.) | | | | | | | ● | ● |
| DOCUMENT APPLICATION | | | | | | | | |
| Business text (letters, emails, notes) | ⊙ | ⊙ | ○ | ● | ● | ⊙ | ○ | ○ |
| Legal documents (contracts, briefs) | ○ | ⊙ | ○ | ● | ● | ● | ● | ● |
| Forms (order forms, invoices) | ○ | ⊙ | ○ | ● | ● | ● | ● | ● |
| Labels (product, instruction, shipping labels) | ⊙ | ● | ○ | ● | ● | ● | ⊙ | ⊙ |
| Spreadsheets/Schedules (financials, project charts) | ● | ● | ● | ● | ● | ● | ● | ● |
| Engineering/Technical (CAD, schematics) | ⊙ | ⊙ | ● | ⊙ | ● | ● | ● | ● |
| Education/Training materials (manuals, books) | ● | ● | ○ | ⊙ | ⊙ | ● | ● | ● |
| Proposals/Reports (documents with text and graphics) | ● | ● | ○ | ● | ● | ● | ● | ● |
| Envelopes/Self-mailers (postcards, fold and address mailers) | ○ | ⊙ | ○ | ● | ● | ● | ● | ● |
| Presentations (overhead transparencies, handouts) | ● | ⊙ | ○ | ⊙ | ⊙ | ⊙ | ○ | ○ |
| Marketing communications (newsletters, brochures) | ⊙ | ● | ● | ⊙ | ⊙ | ⊙ | ○ | ○ |
| Signage/Merchandising (signs, posters, retail) | ⊙ | ⊙ | ● | ⊙ | ● | ● | ⊙ | ⊙ |
| Graphic design (proofs, comps, layouts) | ● | ⊙ | ● | ○ | ○ | ⊙ | | |
| SEGMENT APPLICABILITY | | | | | | | | |
| General office/Administration | ● | ● | ⊙ | ● | ● | ● | ⊙ | ⊙ |
| Advertising/Graphic Design | ⊙ | ⊙ | ● | ○ | ○ | ○ | | |
| Publishing/Newspapers/Magazines | ⊙ | ⊙ | ● | ⊙ | ⊙ | ● | ● | ● |
| Sales/Marketing | ● | ⊙ | ○ | ⊙ | ⊙ | ⊙ | ⊙ | ⊙ |
| K-12 | ● | ⊙ | ○ | ● | ● | ⊙ | ○ | |
| Government | ● | ⊙ | ● | ● | ● | ● | ● | ● |
| Finance/Securities/Accounting | ⊙ | ● | ○ | ● | ● | ● | ● | ● |
| Engineering/Architecture/R&D | ⊙ | ⊙ | ● | ⊙ | ● | ● | ● | ● |
| MIS | ○ | ○ | ○ | ⊙ | ⊙ | ● | ● | ● |
| Manufacturing | ○ | ⊙ | ⊙ | ● | ● | ● | ● | ● |
| Retail/Wholesale | ● | ⊙ | ● | ● | ● | ● | ⊙ | ⊙ |
| Health/Medical | ⊙ | ● | ○ | ● | ● | ● | ⊙ | ⊙ |

● = Best
 ⊙ = Better
 ○ = Good

Note: This matrix is only intended to be a guide. Only the customer knows what combination of printer performance and application needs is best for them.

Paper Size and Weight Capabilities

| | DocuPrint N2025 | DocuPrint N2125 | DocuPrint N2825 | DocuPrint N3225 | DocuPrint N4025 | Phaser 750 | Phaser 780 | Phaser 850 |
|-------------------------|--------------------|--------------------|--------------------|--------------------|--------------------|-----------------|-----------------|---------------|
| U.S. PAPER TRAY | | | | | | | | |
| Max/Min. Sizes | | | | | | | | |
| Minimum Paper Size | 3.84" x 2.97" | 5.8" x 4.1" | 3.84" x 2.97" | 8.5" x 5.5" | 8.5" x 5.5" | 3.6" x 9.5" | 3.9" x 5.5" | 5.8" x 8.2" |
| Maximum Paper Size | 17" x 11.7" | 14" x 8.5" | 17" x 11.7" | 17" x 11" | 17" x 11" | 8.5" x 14" | 13" x 19" | 8.5" x 11" |
| Continuous Adjustment | Yes | Yes | Yes | No | No | No | Yes | No |
| PAPER SIZES | | | | | | | | |
| Statement 8.5" x 5.5" | Yes | Yes | Yes | Yes | Yes | No | Yes | No |
| Executive 10.5" x 7.25" | Yes | Yes | Yes | Yes | Yes | Multi-Purp Tray | Yes | Yes |
| A4 297 x 210mm | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Letter 11" x 8.5" | Yes | Yes | Yes | Yes | Yes | Yes | Yes | Yes |
| Folio 8.5" x 13" | Ledger Tray | Yes | Ledger Tray | Yes | Yes | Multi-Purp Tray | Yes | No |
| Legal 8.5" x 14" | Ledger Tray | Yes | Ledger Tray | Yes | Yes | Yes | Yes | No |
| Ledger 11" x 17" | Ledger Tray | No | Ledger Tray | Yes | Yes | No | Yes | No |
| ENVELOPES | | | | | | | | |
| Monarch 7.5" x 3.9" | Letter Tray | Tray | Letter Tray | Envelope | Envelope | No | Multi-Purp Tray | Manual Feed |
| Com-9 8.9" x 3.9" | Custom | Tray | Custom | No | No | No | Multi-Purp Tray | Manual Feed |
| Com-10 9.5" x 4.1" | Letter Tray | Tray | Letter Tray | Envelope | Envelope | Multi-Purp Tray | Multi-Purp Tray | Manual Feed |
| PAPER WEIGHTS | | | | | | | | |
| g/m ² | 60 - 199 | 60 - 216 | 60 - 199 | 60 - 105 | 60 - 105 | 60 - 90 | 60 - 120 | 60 - 120 |
| Using Bypass | 60 - 199 | 60 - 216 | 60 - 199 | 60 - 163 | 60 - 163 | 75 - 163 | 64 - 220 | 60 - 216 |

Throughput Media Reference

| PAPER WEIGHTS | PAPER | | | CARD STOCK | | | POSTAL |
|------------------|----------|----------|-------------|------------|---------|-----------|---------|
| g/m ² | Bond lb. | Book lb. | Bristol lb. | Index lb. | Tag lb. | Cover lb. | Card mm |
| 60 | 16 | 41 | 27 | 33 | 37 | 22 | |
| 64 | 17 | 43 | 29 | 35 | 39 | 24 | |
| 75 | 20 | 50 | 34 | 42 | 46 | 28 | |
| 80 | 21 | 54 | 36 | 44 | 49 | 30 | |
| 90 | 24 | 60 | 41 | 50 | 55 | 33 | |
| 100 | 27 | 68 | 45 | 55 | 61 | 37 | |
| 105 | 28 | 70 | 49 | 58 | 65 | 39 | |
| 120 | 32 | 80 | 55 | 67 | 74 | 44 | |
| 135 | 36 | 90 | 62 | 75 | 83 | 50 | |
| 148 | 39 | 100 | 67 | 82 | 91 | 55 | 0.18 |
| 163 | 43 | 110 | 74 | 90 | 100 | 60 | 0.20 |
| 176 | 47 | 119 | 80 | 97 | 108 | 65 | 0.23 |
| 199 | 53 | 134 | 90 | 110 | 122 | 74 | |
| 203 | 54 | | | | 125 | 75 | |
| 216 | | | | | | 80 | |

Standard weight for the paper grade



Color
Printers

Color Printers



Phaser 850

Truly brilliant,
high-performance
color



Phaser 850 Solid-Ink Color Printer

Key Specifications

Print speed

14 ppm paper; 6 ppm transparency

Media type

Plain paper, transparency film, labels, card stock, envelopes, photo paper

Page sizes

Letter, A4, envelopes

Technology

Single-pass, solid ink

Resolution

Photo-realistic quality (1200 dpi)

Target Markets

Small-to-medium businesses

These users currently print on either liquid inkjet printers or send their materials out to a local print service to be printed. They will be attracted to the Phaser 850's brilliant color quality, legendary ease-of-use, and FREE black ink.

Medium-to-large workgroups

Workgroups who are adding new color capability to existing black-and-white printing or replacing older color printers. These customers will be attracted to the Phaser 850's 14 page-per-minute color speed and legendary ease-of-use.

Creative professionals

Graphic arts professionals have long recognized the unique color quality of solid-ink printers. They will value the 850's fast print and processing speed, brilliant color, and delivery of consistent, high quality images.

Key Selling Points

Speed

3 times the speed of a typical color laser

Brilliant color

Consistent color you can count on

FREE black ink

Black ink is free for the life of the printer

850 Configurations

| | Z850/N | Z850/DP | Z850/DX |
|--|--------|---------|---------|
| 800 dpi | • | ‡ | ‡ |
| 1200 dpi | Δ | • | • |
| 32 MB RAM | • | ‡ | ‡ |
| 64 MB RAM | Δ | • | ‡ |
| 128 MB RAM | Δ | Δ | • |
| 136 Fonts | • | • | • |
| High-cap. paper tray | Δ | Δ | • |
| Internal hard disk | Δ | Δ | • |
| Network Ready: 10/100BaseT | • | • | • |
| • Standard Δ Optional ‡ Not Applicable | | | |

Z850/N - Base Configuration

Z850/DP

Includes all 850/N features and:

- High-resolution color print quality (1200 x 600 dpi)
- Auto-duplexing (prints on both sides of the page)
- Faster processing of multiple-page documents and multiple-print jobs (64 Mbytes RAM, job pipelining)
- Productivity features (First page preview, remote printing, job accounting, status notification)

Z850/DX

Includes all 850/DP features and:

- High-capacity 2nd paper tray
- Faster printing and offloading (128 Mbytes RAM, job pipelining)
- Fast print-job collation (hard disk)

Solid-Ink Color vs. Color Laser

- Superior color quality and consistency
- Three times as fast as typical color lasers
- FREE black ink
- More reliable than color lasers with 60% fewer parts to replace
- No-mess, fill-on-the-fly ink loading is as easy as loading a stapler
- Lowest total cost of ownership (TCO)
- Environmentally friendly with only 4.4 pounds of waste per 125,000 prints vs. 174 pounds of waste products generated by typical color lasers

850 Competitive Advantages

THE PHASER 850 SOLID-INK COLOR PRINTER
as compared to the HP 4500 series:

- The 850's automatic 2-sided printing option is built-in, unlike the 4500's bulky add-on duplexing accessory
- The 850 provides bright and vibrant color with fewer consumables and interventions
- The 850 saves time and money by printing full-color images at black-and-white speeds
- The 850 adds spot color with free black ink to everyday business documents for the same price as black-and-white laser
- The 850's award-winning solid-ink technology, unlike the 4500, maintains print consistency on any media

850 Competitive Comparisons

| | Phaser® 850 Color Printer | HP Color LaserJet 4500 |
|--|--|--|
| COLOR QUALITY | | |
| Technology | Solid-Ink | Color laser |
| Maximum Resolution | 1200 dpi | 600 dpi |
| Color Controls | ColorSync, ICC, TekColor™ (Automatic, Commercial, SWOP, SNAP, Euroscale, Toyo, DIC, Fuji, sRGB, Vivid Color) | ColorSmart II, ICC, sRGB |
| Pantone® Approved | Yes | Yes |
| COLOR PERFORMANCE | | |
| Print Engine Speed (Maximum) | Color: 14 ppm Mono: 14 ppm Transparency: 6 ppm | Color: 4 ppm Mono: 16 ppm Transparency: 6 ppm |
| First Page Out | <12 seconds | <36 seconds |
| Single-pass full color | Yes | No |
| Processor | 200 MHz PPC | 133 MHz |
| Language Support | Adobe® PostScript® 3, PCL 5C | PCL 5C, postscript 2 clone |
| Memory (Maximum) | 32/64/128 MB (256 MB) | 32/64/208 MB (208 MB) |
| Monthly Volume | 65,000 pgs/mth | 35,000 pgs/mth |
| PAPER HANDLING | | |
| Two-Sided Printing | Yes (built-in)* | Yes (add on)* |
| Paper Sizes | Letter, A4, envelopes (#10, Monarch, DL, C5, B5) | Letter, legal, A4, A5, B5, executive, envelopes (#10, Monarch, DL, C5, B5) |
| Paper Type | Tray: 16-32 lb. bond MF: 40-110 lb. card stock | Tray: 16-28 lb. MF: 16-47 lb. bond |
| Input Tray Capacity (# trays/total) | 1/200 sheets | 2/400 sheets |
| Optional Paper Tray Capacity (# trays/total) | 2/1,000 sheets | 1/500 sheets |
| Maximum Paper Capacity | 1,200 sheets | 900 sheets |

| | Phaser® 850 Color Printer | HP Color LaserJet 4500 |
|----------------------------------|---|--|
| NETWORK FEATURES | | |
| Network Connectivity | Std: 10/100BaseT Ethernet, USB, Parallel Opt: Token Ring | Std: parallel Opt: Ethernet (10/100BaseT std only on N/DN), Token Ring, LocalTalk |
| Browser-based Printer Management | PhaserLink™ (no additional installation required) | Web JetAdmin (Installation required) |
| Remote Usage Information | Job accounting, status notification, and complete usage analysis tool | Some consumable status |
| OTHER FEATURES | | |
| Free Black Ink | Yes | No |
| Refill ink on the fly | Yes | No |
| Technical Support | Toll-free number (free support). In-depth on-line knowledge base. | Toll charge with support fee-based after warranty. Limited on-line help. |
| Warranty | 1-year on-site + option to extend (includes Xerox Total Satisfaction Guarantee) | 1-year on-site + option to extend |

*Option on some models

850 Talking Points

HIGH PERFORMANCE

- 14 color pages-per-minute
- Industry-leading first-page-out speed
- Optimal workflow productivity with a high-speed 200 MHz RISC processor

TOP COLOR QUALITY

- Consistently brilliant 1200 dpi color quality on any paper
- Wide color gamut that delivers smooth, vibrant color
- Industry-leading color technologies ensure consistent and true output (true Adobe® PostScript® 3, ColorSync, sRGB color matching, and TekColor™ Dynamic Color Correction)
- Unmatched color for overhead transparencies/presentations

FREE BLACK INK

- FREE black ink for the life of the printer
- Order free black ink sticks or receive them with every ColorStix® ink stick order
- Add the clarity and impact of spot color at the same price-per-print as black-and-white lasers

WIDE RANGE OF MEDIA

- Handles everything from 16-lb bond paper to 80-lb cover stock
- Same great color output on plain or specialty stock
- Up to 1200-page input tray capacity

UNSURPASSED INNOVATION

- Intelligent Ready feature means the 850 is ready when the user wants to print
- Allows users to select the best balance of speed and quality depending on their printing requirements
- Printing Scout provides instant notification and guidance when the printer needs assistance
- Full support for PC, Macintosh, and UNIX Workstations

TOTAL SATISFACTION GUARANTEE

- The 850's reliability is backed by an exclusive 3-year Total Satisfaction Guarantee

850

Upgrade Kits

| Description | Part Number | Details |
|---------------------------------------|-------------|---|
| Supplies Start-up Kit | Z850SS | 5 each CMY, plus 6 black ColorStix® ink sticks 50 sheets Premium Transparency Film 100 sheets Premium Cover Paper |
| High Capacity Paper Tray (500 sheets) | Z840LTA | Z840LTA adds 500 sheets to input capacity |
| DP Feature Set | Z850FP | Adds the Plus Features to a base model 850 |
| Printer Station | ZCARTA | Sturdy cart for printer that includes storage space for printer consumables and supplies |
| Hard Disk Drive | Z850HD | 6 GB internal disk for extended font storage and collation capabilities |
| Add 64 MB Memory | ZMB64 | Enhances image processing and computer offloading speed |
| Add 128 MB Memory | ZMB128 | Maximizes image processing and computer offloading speed |
| Token Ring Interface | ZMBTR | Internal Token Ring interface with support for Novell NetWare, EtherTalk, and TCP/IP |

850 Supplies and Accessories

| Description | Part Number | Details |
|---|-------------|--|
| ColorStix® solid-ink sticks | 016-1831-00 | 3 Black ColorStix ink FREE! |
| | 016-1825-00 | 5 Cyan ColorStix ink plus 2 free black sticks |
| | 016-1826-00 | 5 Magenta ColorStix ink plus 2 free black sticks |
| | 016-1827-00 | 5 Yellow ColorStix ink plus 2 free black sticks |
| | 016-1828-00 | 2 Cyan ColorStix ink plus 1 free black stick |
| | 016-1829-00 | 2 Magenta ColorStix ink plus 1 free black stick |
| | 016-1830-00 | 2 Yellow ColorStix ink plus 1 free black stick |
| Maintenance Roller and Counter Assembly | 016-1727-00 | 45,000 print capacity |
| Cleaning Kit | 016-1845-00 | |
| A/Letter-Size Paper Tray | 436-0330-00 | 200-sheet capacity |
| A4/Metric Letter-Size Paper Tray | 436-0332-00 | 200-sheet capacity |
| Media Tray for | 436-0336-00 | A/Letter (8.5 x 11 in) |
| Transparencies and Labels | 436-0338-00 | A4 (210 x 297 mm); 150-sheet capacity |
| Transparency Pockets <i>3-ring binder storage</i> | 016-1194-00 | A/Letter, 50 per box |
| Transparency Sleeves <i>Frame and protect transparencies</i> | 016-1130-00 | A/Letter, 50 per box |
| | 016-1131-00 | A4, 50 per box |

| Description | Part Number | Details |
|--|-------------|---|
| Premium Color Printing Paper <i>Premium quality office paper for eye-popping color</i> | 016-1368-00 | A/Letter (8.5 x 11 in); 24 lb., (90 g/m ²), 500 sheets |
| | 016-1369-00 | A4 (210 x 297 mm); 90 g/m ² , 500 sheets |
| Premium Cover Paper <i>Maximum brightness and smoothness in a heavy- weight stock</i> | 016-1823-00 | A/Letter (8.5 x 11 in); 60 lb., (160 g/m ²), 100 sheets |
| | 016-1824-00 | A4 (210 x 297 mm); 160 g/m ² , 100 sheets |
| High-Resolution Photo Paper <i>Stunning, presentation- quality prints</i> | 016-1808-00 | A/Letter (8.5 x 11 in); 65 lb., (170 g/m ²), 25 sheets |
| | 016-1809-00 | A4 (210 x 297 mm); 170 g/m ² , 25 sheets |
| Color Printing Labels <i>Brilliant color and reliable feeding for attention- grabbing labels</i> | 016-1812-00 | A/Letter, (30 labels per sheet; 1 x 2.65 in, 50 sheets) |
| | 016-1813-00 | A/Letter, (6 labels per sheet; 3.33 x 4 in.), 50 sheets) |
| | 016-1814-00 | A4, (14 labels per sheet; 38.1 x 99.1mm) 50 sheets |
| | 016-1815-00 | A4, (8 labels per sheet; 67.7 x 99.1mm) 50 sheets) |
| Standard Transparency Film <i>Guaranteed image quality</i> | 016-1720-00 | A/Letter (8.5 x 11 in), 50 sheets |
| | 016-1721-00 | A4 (210 x 297 mm), 50 sheets |
| Premium Transparency Film <i>Heavyweight premium trans- parencies for professional presentations</i> | 016-1724-00 | A/Letter (8.5 x 11 in), 50 sheets |
| | 016-1725-00 | A4 (210 x 297 mm), 50 sheets |

Services

850

| Part Number | Details |
|-------------|---|
| Z850S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| Z850S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| Z850S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| Z850BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
| 46S0 | Installation (product training and driver installation for a maximum of two computers) |

Phaser Solid-Ink Sales Tools

Making Phaser solid-ink printer sales easier, these sales tools and more are available on the Xerox reseller Web site @ www.tektronix.xerox.com/resellers/

Total Cost of Ownership vs. Color Laser & Ink Jet - Help your customers uncover the hidden cost of ink-jet and color laser. This sales tool illustrates the clear-cut, economic advantages of Xerox solid-ink technology.

Phaser 850 Evaluator's Guide - This tool is designed specifically to help your larger corporate clients understand and evaluate the Phaser 850 Solid-Ink Color Printer against comparably priced color lasers.



Phaser 750

Exceptional color
laser print quality



Phaser 750 Color Laser Printer

Key Specifications

Print speed

5 ppm color; 16 ppm black & white

Media type

Plain paper, transparency film, labels, card stock, envelopes, glossy paper

Page sizes

Letter, legal, A4, #10 envelopes

Technology

Color Laser

Resolution

Photo-realistic quality (1200 x 1200 dpi)

Target Markets

Small-to-medium businesses

For everyday color printing of reports, proposals, and marketing materials. The Phaser 750 can replace monochrome lasers and color inkjets with better functionality, high-resolution output, and a broad range of media types and sizes.

Small graphic arts firms

For small graphic arts firms that cannot afford a tabloid-size color laser. Versatile capability for comps and short run custom printing at half the cost of 11 x 17 format.

Engineering/scientific departments

For fast, cost effective printing of high-resolution data analysis.

Key Selling Points

Print quality

1200 dpi color resolution at 4 ppm

Ease-of-use

Easy-to-access, slide-in consumables

Reliability

Proven 5th generation platform with low user interventions

750 Configurations

| | 750/N | 750/P | 750/DP | 750/DX |
|---------------------|----------------|-------|--------|--------|
| 1200 dpi Mono | • | • | • | • |
| 1200 dpi Color | • ¹ | • | • | • |
| 200 MHz Processor | • | • | • | • |
| 64 MB RAM (256 MB) | • | ‡ | ‡ | ‡ |
| 96 MB RAM (256 MB) | Δ | • | ‡ | ‡ |
| 128 MB RAM (256 MB) | Δ | Δ | • | • |
| Internal hard disk | Δ ² | Δ | Δ | • |
| Lower Tray Assembly | Δ | Δ | • | • |
| Auto Duplexer | Δ | Δ | • | • |
| 10/100BaseT | • | • | • | • |

• Standard Δ Optional ‡ Not Applicable

1. 1200 x 600 dpi 2. Requires plus upgrade

Z750/N

Base configuration

Z750/P

Includes all 750/N features and:

- Faster printing and computer offloading (96Mbytes RAM)
- Full color printing at true 1200 x 1200 dpi
- Pipelining and Check Print

Z750/DP

Includes all 750/P features and:

- Faster printing and computer offloading (128Mbytes RAM)
- Automatic duplex/lower tray assembly for high volume and 2-sided printing

Z750/DX

Includes all 750/DP features and:

- Internal hard drive for faster collation and additional font storage
- 5,000 job-usage profile
- Online user documentation

Phaser 750 Color Laser vs. Competition

- Intelligent-ready feature optimizes the 750 readiness for customer's usage needs
- No-mess, easy-access toner cartridges
- 25% faster than comparable color lasers
- Superior color precision and registration
- Industry-leading service and support
- Easiest to use color laser available

Competitive Advantages

The PHASER 750 COLOR LASER PRINTER
as compared to the HP 4500 series:

- The 750 saves time and money by printing full-color images significantly faster
- The 750 provides more connection options by including support for USB and 10/100BaseT standard on all models
- The 750 offers true 1200 x 1200 dpi compared to 600 dpi by the 4500
- The 750 supports true Adobe® PostScript® 3 for more reliable and feature-rich performance, unlike the 4500's support of an imitation postscript 2 clone

The PHASER 750 COLOR LASER PRINTER
as compared to the Lexmark C710:

- The 750 delivers faster color print speed (5 ppm vs. 3 ppm)
- The 750 has double the base memory for enhanced performance
- The 750 delivers ten times the monthly duty cycle rating
- The 750 is a fifth generation design versus C710's first generation design
- The 750 offers in-depth web-based technical support

750 Competitive Comparisons

| | Phaser® 750 Color Printer | HP Color LaserJet 4500 | Lexmark C710 |
|---|--|--|--|
| COLOR QUALITY | | | |
| Technology | Color laser | Color laser | Color laser |
| Maximum Resolution | 1200 x 1200 | 600 x 600 | 600 x 600 1200 x 1200 |
| Color Controls | ColorSync, ICC, TekColor™ (Automatic, Commercial, SWOP, SNAP, Euroscale, Toyo, DIC, Fuji, sRGB, Vivid Color) | ColorSmart II, ICC, sRGB | ColorSync, ICC |
| Pantone** Approved | Yes | Yes | Yes |
| COLOR PERFORMANCE | | | |
| Print Engine Speed | Color: 5 ppm Mono: 16 ppm Transparency: 2 ppm | Color: 4 ppm Mono: 16 ppm Transparency: 2 ppm | Color: 3 ppm Mono: 16 ppm Transparency: 2 ppm |
| First Page Out | <40 seconds | <36 seconds | <30 seconds |
| Processor | 200 MHz | 133 MHz | 200 MHz |
| Language Support | Adobe® PostScript® 3, PCL 5C | PCL 5C, postscript 2 clone | PCL 6, postscript 3 clone |
| Memory (maximum) | 64/96/128 MB (256 MB) | 32/64/64 MB (208 MB) | 32/32/64 MB (384 MB) |
| Monthly Volume | 50,000 pgs/mth | 35,000 pgs/mth | 5,000 pgs/mth |
| PAPER HANDLING | | | |
| Two-Sided Printing | Yes | Yes | Optional |
| Paper Sizes | Letter, legal, A4, envelopes (#10, Monarch, DL, C5, B5) | Letter, legal, A4, A5, B5, executive, envelopes (#10, Monarch, DL, C5, B5) | Color: letter, A4, legal, executive, labels, envelopes |
| Paper Type | Tray: 16-24 lb. bond (60-90 g/m²) MF: 20-60 lb. (75-163 g/m²) | Tray: 17-28 lb. bond (64-105 g/m²) MF: 16-47 lb. (60-159 g/m²) | Tray: 16-28 lb. bond (60-105 g/m²) MF: up to 90 lb. index (60-162 g/m²) |
| Input Tray Capacity (# trays/total) | 2/350 sheets | 2/400 sheets | 2/300 sheets |
| Optional Paper Tray Capacity (# trays/total) | 2/500 sheets | 1/500 sheets | 2/500 sheets |
| Total Paper Capacity | 850 | 900 | 800 |

| | Phaser® 750 Color Printer | HP Color LaserJet 4500 | Lexmark C710 |
|---|--|---|--|
| NETWORK FEATURES | | | |
| Network Connectivity | Std: 10/100BaseT Ethernet, USB, Parallel Opt: Token Ring | Std: parallel Opt: Ethernet (10/100BaseT std only on N/DN), Token Ring, LocalTalk | Std: parallel Opt: Ethernet, Token Ring, USB |
| Browser-based Printer Management | PhaserLink™ (no additional installation required) | Web JetAdmin (Installation required) | Markvision software (Installation required) |
| Remote Usage Information | Job accounting, status notification, and complete usage analysis tool. | Limited to general consumable status | Some job accounting and consumable status. (requires installation of Markvision software) |
| OTHER FEATURES | | | |
| Toner Interventions (per 100,000 prints) | Black: 8.3 C, M & Y: 30 | Black: 11.1 C, M & Y: 50 | Black: 10 C, M & Y: 30 |
| Technical Support | Toll-free number (free support). In-depth on-line knowledge base. | Toll charge with support fee-based after warranty. Limited on-line help. | Toll-free number (free support). On-line help available. |
| Warranty | 1-year on-site + option to extend (includes Xerox Total Satisfaction Guarantee) | 1-year on-site + option to extend | 1-year on-site + option to extend |

750 Talking Points

EXCEPTIONAL COLOR

- True 1200 x 1200 dpi color resolution and precision
- More experience in workgroup color printing than any other manufacturer helps deliver the best possible color output
- Top color registration for crisp, clean superior color contrasts

SUPERIOR COLOR LASER SPEED

- 5 pages-per-minute color print speed
- Increased image processing speed handles big graphics up to 2.5 times faster
- 1200 dpi image quality at 4 ppm means end users get better color documents faster
- 10/100BaseT Ethernet comes standard on all models to provide maximum network throughput

EASE-OF-USE

- Easy-to-access, slide-in consumables make changing toner cartridges and adding paper fast, easy and hassle-free
- New driver interface allows single-level, intuitive end-user access to printer controls and information

- Printing Scout provides instant notification and solutions when the printer needs assistance

RELIABILITY

- Proven 5th generation platform reliably delivers superior color output
- Long-life consumables increase end user print productivity

TOP VALUE

- Superior color printing features offer the best price/performance combination of any laser printer on the market
- Full support for PC, Macintosh, and UNIX Workstations
- Allows users to move between the best balance of speed and quality depending on their printing requirements

TOTAL SATISFACTION GUARANTEE

- The 750's reliability is backed by an exclusive 3-year Total Satisfaction Guarantee

750

Upgrade Kits

| Description | Part Number | Details |
|---------------------------------------|-------------|---|
| Supplies Start-up Kit | Z750SS | C, Y, M, K standard capacity toner cartridges 50 sheets Premium Transparency Film |
| Supplies Start-up Kit (media only) | Z750SSM | 100 sheets Premium Transparency Film 100 sheets Premium Cover Paper 100 sheets Glossy Coated Paper 500 sheets Premium Color Printing Paper |
| Autoduplex/ lower trays | ZDPLX | Adds 2-sided printing capability and 250 sheets to input capacity |
| Plus Feature Set ("P") | Z750FP | Adds the P features to the base model 750 (includes additional 32 MB memory) |
| Printer Station | ZCARTA | Sturdy cart for printer that includes storage space for printer consumables and supplies |
| Internal Hard Drive | Z750HD | Internal disk with user documentation content; required for collation, extends foot capacity, browser-based user documentation |
| Add 64 MB Memory | ZMC64 | Further enhances faster printing and computer offloading |
| Add 128 MB Memory | ZMC128 | Further enhances faster printing and computer offloading |
| Token Ring Interface | ZNBTR | Internal Token Ring interface with support for Novell NetWare, EtherTalk, and TCP/IP |

750 Supplies and Accessories

| Description | Part Number | Details |
|------------------------|-------------|---|
| Toner Cartridges | 016-1800-00 | Cyan, High Capacity (10K pages @ 5% coverage) |
| | 016-1801-00 | Magenta, High Capacity (10K pages @ 5% coverage) |
| | 016-1802-00 | Yellow, High Capacity (10K pages @ 5% coverage) |
| | 016-1803-00 | Black, High Capacity (12K pages @ 5% coverage) |
| | 016-1804-00 | Cyan, Standard Capacity (4K pages @ 5% coverage) |
| | 016-1805-00 | Magenta, Standard Capacity (4K pages @ 5% coverage) |
| | 016-1806-00 | Yellow, Standard Capacity (4K pages @ 5% coverage) |
| | 016-1807-00 | Black, Standard Capacity (5K pages @ 5% coverage) |
| Fuser | 016-1839-00 | 110 Volt (60K pages @ 5% coverage) |
| | 016-1840-00 | 220 Volt (60K pages @ 5% coverage) |
| Color Imaging Unit | 016-1841-00 | 60K images |
| Transfer Kit | 016-1842-00 | 80K pages |
| Fuser Roll | 016-1843-00 | 15K pages |
| Main Charge Grid | 016-1665-00 | 30K images |
| Letter-Size Paper Tray | 436-0282-02 | A/Letter (U.S.); 250-sheet capacity |
| | 436-0283-02 | A4/Metric letter; 250-sheet capacity |

| Description | Part Number | Details |
|--|-------------|--|
| Legal-Size Paper Tray | 436-0314-02 | Legal, 250-sheet capacity |
| Letter-Size Transparency Tray | 436-0284-02 | A/Letter (U.S.); 100-sheet capacity |
| | 436-0285-02 | A4/Metric letter; 100-sheet capacity |
| Premium Color Printing Paper | 016-1368-00 | 8.5x11 in., 24 lbs. (90 g/m ²), 500 sheets |
| <i>Premium quality office paper for eye-popping color</i> | 016-1369-00 | A4 size, 24 lbs. (90 g/m ²), 500 sheets |
| Premium Cover Paper <i>Maximum brightness and smoothness in a heavy-weight stock</i> | 016-1823-00 | 8.5x11 in., 60 lbs. (160 g/m ²), 100 sheets |
| | 016-1824-00 | A4 size, 160 g/m ² , 100 sheets |
| Glossy Coated Paper <i>Stunning, presentation-quality prints</i> | 016-1704-00 | 8.5x11 in., 100 lb. text (148 g/m ²), 100 sheets |
| | 016-1705-00 | A4 size, 148 g/m ² , 100 sheets |
| Color Laser Labels <i>Brilliant color and reliable feeding for attention-grabbing labels</i> | 016-1695-00 | 8.5x11 in., 30 per page (1x2.675 in.), 100 sheets |
| | 016-1696-00 | 8.5x11 in., 6 per page (3.33x4 in.), 100 sheets |
| | 016-1688-00 | A4 size, 14 per page (38.1x99.1mm), 100 sheets |
| | 016-1689-00 | A4 size, 8 per page (67.7x99.1 mm), 100 sheets |
| Standard Transparencies <i>Guaranteed image quality</i> | 016-1431-00 | 8.5x11 in., 50 sheets |
| | 016-1432-00 | A4 size, 50 sheets |
| Premium Transparencies <i>Heavyweight premium transparencies for professional presentations</i> | 016-1427-00 | 8.5x11 in., 50 sheets |
| | 016-1428-00 | A4 size, 50 sheets |

Services

750

| Part Number | Details |
|-------------|---|
| Z750S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| Z750S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| Z750S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| Z750BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
| 46S0 | Installation (product training and driver installation for a maximum of two computers) |

Phaser Color Laser Sales Tools

Making Phaser color laser sales easier, these sales tools are available on the Xerox reseller Web site @ www.tektronix.xerox.com/resellers/

Total Cost of Ownership vs. HP 4500 - Helping your clients understand all of the associated costs of color laser ownership, this sales tool demonstrates why the new 750 is the best-possible color laser printer available now and for the years to come.

Phaser 750 Evaluator's Guide - This tool is designed specifically to help your larger corporate clients understand and evaluate the Phaser 750 Color Laser Printer against comparably priced color lasers.



Phaser 780

The tabloid color
laser with the color
quality graphic
designers demand
and the price and
value businesses
require



Phaser 780 Color Laser Printer

Key Specifications

Print speed

4 ppm color; 16 ppm black & white; 2 ppm transparency

Media type

Bond, glossy, card stock, transparency film, labels, envelopes, transfer material

Page sizes

5.5 x 3.9 in. to 13 x 19 in.

Technology

Color laser

Resolution

600 x 600 dots-per-inch (dpi), continuous-tone 1200 x 600 dpi

Target Markets

Small-to-medium
graphic arts companies

The Phaser 780's consistent, predictable, and reproducible color output is ideal for this market of designers and desktop publishers

Marketing departments in
medium-to-large companies

The Phaser 780 can print on many types of media which lends itself to many types of in-house projects such as flyers, brochures, and newsletters

Government agencies

The Phaser 780's ability to print on tabloid size paper addresses the needs of many departments of both state and federal government

Key Selling Points

Print quality

Full 1200 dpi color resolution with uniformly saturated color

Media flexibility

Prints on a wide variety of media types and sizes

PhaserMatch™ ICC color
matching software

ICC profiles allow the Phaser 780 to match most commercial press output

780 Configurations

| | 780/N | Z780/GN | Z780/P |
|--|-------|---------|--------|
| 600 dpi | • | ‡ | ‡ |
| 1200 dpi | Δ | • | • |
| 64 MB RAM | • | ‡ | ‡ |
| 96 MB RAM | Δ | • | ‡ |
| 192 MB RAM | Δ | Δ | • |
| 136 Fonts | • | • | • |
| Tabloid Bleed | Δ | • | • |
| Pipelining | Δ | Δ | • |
| Network Ready: 10BaseT | • | • | • |
| • Standard Δ Optional ‡ Not Applicable | | | |

Z780/N Base configuration

Z780/GN Graphics configuration

- Tabloid-bleed printing
- Improved text and image quality and continuous-tone photographic print quality

Z780/P Plus configuration — includes Graphics Features, and:

- Faster processing of multiple-page documents and jobs
- PhaserMatch™ ICC color matching software
- Check Print preview, remote printing, collation, job accounting
- SCSI card for optional hard disk and copier support

Phaser Color Laser vs. Competition

- Superb, consistent, accurate color quality
- Ability to print on media up to 13" x 19"
- Sophisticated color matching software tailored for the Phaser 780 Color Printer
- Outstanding customer support for both the printer and color matching software
- Supports true Adobe® PostScript® 3 for more reliable performance

Competitive Advantages

The PHASER 780 COLOR LASER PRINTER
as compared to the QMS Magicolor series:

- PhaserMatch ICC Color Matching Software allows users of the 780 to output proofs that closely match most commercial presses
- Supports true Adobe® PostScript® 3 for more reliable performance, unlike the 6100's support of only an imitation PostScript 2 clone
- The 780 can print on a wider variety of paper weights than the 6100
- Xerox offers the dealer/customer better technical support than QMS

The PHASER 780 COLOR LASER PRINTER
as compared to the Lexmark Optra Color 1200/1200N:

- The Lexmark 1200's base unit purchase price is thousands of dollars more than the 780's
- The 780 supports full bleeds, the Lexmark 1200 does not
- The 780 prints on media up to 13 x 19 inches, compared to the Lexmark 1200 that cannot print on paper larger than 11 x 17 inches
- The 780 can print on a wider variety of paper weights than the Lexmark 1200
- Supports true Adobe® PostScript® 3 for more reliable performance, unlike the 1200's support of only an imitation PostScript 2 clone

The PHASER 780 COLOR LASER PRINTER
as compared to the HP Color LaserJet 8550 Series:

- The HP 8550N list price is almost one thousand dollars more than the 780/N
- The 780 prints on media up to 13 x 19 inches, compared to the 8550 that cannot print on paper larger than 12 x 18.5 inches
- The 780 can print on a wider variety of paper sizes than the 8550
- The 780 is smaller and lighter than the HP 8550, so it takes up less office space and allows for more flexibility in placement
- PhaserMatch ICC Color Matching Software allows users of the 780 to output proofs that closely match most commercial presses

780 Competitive Comparisons

| | Phaser® 780 Color Printer | HP Color LaserJet 8550 | QMS MagiColor 6100 Series | Lexmark Optra Color 1200/1200n |
|---|--|--|---|--|
| COLOR QUALITY | | | | |
| Technology | Color laser | Color laser | Color laser | Color LED |
| Resolution | 600 x 600 continuous tone 1200 x 600 | 600 x 600 ImageREt 2400 | 600 x 600 1200 x 1200 | 600 x 600 1200 Enhancement |
| Color Controls | PhaserMatch™ ICC, ColorSync TekColor™ (commercial, SWOP, SNAP, Euroscale Toyo, DIC, Fuji Proof sRGB Display, Vivid Color); custom profiles | ColorSmart II, ICC sRGB | QCOLOR, ColorSync, Pantone Color, SWOP, Euroscale, commercial; custom profiles | ColorSync, ICC ColorSharp Agfa Foto Tune |
| Pantone®** Approved | Yes | Yes | Yes | Yes |
| COLOR PERFORMANCE | | | | |
| Print Engine Speed | Color: 4 ppm Mono: 16 ppm | Color: 6 ppm Mono: 24 ppm OHP: 2 ppm | Color: 6 ppm Mono: 24 ppm | Color: 12 ppm Mono: 12 ppm |
| Raster Image Processor | Hardware RIP built-in 133 MHz | Hardware RIP built-in 200 MHz (8550GN: 300 MHz) | Hardware RIP built-in 200 MHz | Hardware RIP built-in 200 MHz |
| Language Support | Adobe® PostScript® 3, PCL 5C | Adobe® PostScript® 3, PCL 5C | PostScript 2 clone, PCL 5C, HP-GL | PostScript 2 clone PCL 5C, PCL 6 clone |
| Memory | 64/96/192 MB | 32/64/256/512 MB | 64/192/384 MB | 32 (64) - 128 MB |
| PAPER HANDLING | | | | |
| Two-sided printing | No | Yes (auto) | Yes (auto on DP) | Yes (manual) |
| Paper Sizes | A, legal, B 12 x 18 in., 13 x 19 in., A3, A4, A5, B4, B5 | B5, executive letter, A4, legal, B4 A3, B, 12x18.5 in., envelopes | A, legal, B, 12 x 18 in., 13 x 19 in., A3, A4, A5, B4, B5 | B, A3, A, legal, A4 B5 |
| Paper Type | Tray: 20-32 lb. bond MF: 80 lb. card | Tray: 16-28 lb. bond MF: 80 lb. card | Tray: 16-32 lb. bond | Tray: 16-24 lb. bond 60 lb. card |
| Input Tray Capacity (# trays/total) | 2/400 sheets | 3/1,100 sheets | 2/400 sheets | 2/350 sheets (3 /600 std. on 1200n) |
| Optional Paper Tray Capacity (# trays/total) | 3/750 sheets 1/100 sheets OHP | 3,000 sheet stacker | 2/500 sheets 1/100 sheets OHP | 1/1,500 sheets |
| Copier Support | Yes (A & B-size color) | No | Yes | Yes (A-size color only) |

| | Phaser® 780 Color Printer | HP Color LaserJet 8550 | QMS MagiColor 6100 Series | Lexmark Optra Color 1200/1200n |
|---|---|---|--|---|
| NETWORK FEATURES | | | | |
| Network Connectivity | Std: 10BaseT Ethernet, parallel; Opt: Token Ring, 100BaseT, LocalTalk | Std: parallel Opt: Ethernet (100BaseT std. on N/DN), Token Ring LocalTalk | Std: parallel, serial 100BaseT; Opt: Token Ring LocalTalk, SCSI | Std: parallel; Opt: 100BaseT (std. on 1200n) Token Ring, serial, IrDA, coax |
| Browser-based Network Printer Management | PhaserLink™ | Web JetAdmin | QMS CrownView | MarkNet S |
| OTHER FEATURES | | | | |
| Warranty | 1-year on-site + option to extend (includes Xerox Total Satisfaction Guarantee) | 1-year on-site + option to extend | 1-year on-site + option to extend | 1-year on-site + option to extend |

780 Talking Points

GRAPHIC ARTS COLOR QUALITY

- Consistent color quality on a wide variety of media
 - Automatic color calibration built in
- The most vibrant color of any tabloid laser printer
- Laser sharp text
- True Adobe® Postscript® 3 increases the reliability of getting the correct output

COLOR MATCHING TOOLS

- PhaserMatch™ 2.1 Software matches the 780 printer to a commercial press
- Built-in TekColor™ Automatic Color Correction intelligently optimizes output

WIDEST RANGE OF MEDIA CAPABILITIES

- Phaser 780 prints on more types of media than any other Phaser product
 - Phaser 780 prints on the most sizes of media, from 3.9" x 5.5" up to 13" x 19"
 - Handles 12" x 18" OHP material and 11" x 17" Image Transfer material for special projects

EASIEST TO USE TABLOID COLOR PRINTER

- Front loading toner replacement
- Universally adjustable paper trays quickly accommodates multiple size media
- All models come network ready

BUILT-IN PRODUCTIVITY

- Internal RIP for fast job throughput
- Set all printing options from the print driver
- Comes ready to connect to a variety of PC, Mac, and Workstation platforms

TOTAL SATISFACTION GUARANTEE

- The 780's reliability is backed by an exclusive 3-year Total Satisfaction Guarantee

780

Upgrade Kits

| Description | Part Number | Details |
|---|---------------------------|---|
| Supplies Start-up Kit | Z780SS/00 (01: Metric) | Includes a full set of toner cartridges, 1 pack each glossy tabloid-size coated paper, tabloid-size premium laser paper |
| Printer Station | ZCARTB | Sturdy cart holds printer at convenient working height, includes storage space for printer consumables and supplies |
| Base Upgrade to Plus | Z780FNP | Adds the Plus Features to a Base model 780/N |
| Standard Upgrade to Graphic | Z780FNG | Adds the Graphics Features to a Base model 780/N |
| Graphics Upgrade to Plus | Z780FGP | Adds the Plus Features to a Graphics model 780/G |
| Add 32 MB of RAM | ZMB32 | Provide faster throughput and computer offloading |
| Add 64 MB of RAM | ZMB64 | Further enhances speed of throughput and computer offloading |
| Add 128 MB of RAM | ZMB128 | Further enhances speed of throughput and computer offloading |
| Lower Tray Deck | Z780LTD | Includes 3 additional input trays holding 250 sheets each, and 1 transparency/label tray holding 100 sheets |
| External 4.2-Gbyte SCSI Hard Disk Drive | ZDISK | 4.2-Gbyte drive, for faster print collation, additional downloadable font storage |
| LocalTalk Interface | ZNBLT | Internal network interface for LocalTalk |
| Token Ring Interface | ZNBTR | Internal network interface for Token Ring |
| 100BaseT Ethernet | ZNBFE | Internal network interface for faster Ethernet |
| Printer Setup | Z780S0 | Printer installation |
| Service Agreements | Z780S2, 3 | Extends on-site service to 2 or 3 years at purchase |
| PhaserMatch™ ICC Software | ZMATCH2 | Color management software using ICC profiles |

780 Supplies and Accessories

| Description | Part Number | Details |
|--|-------------|---|
| Toner cartridges | 016-1678-00 | Black; 4,500 print capacity @ 5% coverage |
| | 016-1679-00 | Cyan; 5,900 print capacity @ 5% coverage |
| | 016-1680-00 | Magenta; 5,900 print capacity @ 5% coverage |
| | 016-1681-00 | Yellow; 5,900 print capacity @ 5% coverage |
| Fuser roll cartridge | 016-1866-01 | 20,000 pages @ 5% coverage |
| Color imaging kit | 016-1864-00 | 12,500 images @ 5% coverage |
| Imaging unit waste cartridge | 016-1865-00 | 20,000 pages @ 5% coverage |
| Premium laser paper <i>Premium quality office paper for eye-popping color</i> | 016-1368-00 | A/Letter (U.S.); 100 sheets |
| | 016-1369-00 | A4/Metric letter; 500 sheets |
| | 016-1699-00 | B/Tabloid (11 x 17 in.); 500 sheets |
| | 016-1709-00 | Tabloid Plus (13 x 19 in.); 500 sheets |
| | 016-1700-00 | A3 (metric); 500 sheets |

| Description | Part Number | Details |
|--|--------------|--|
| Glossy coated paper <i>Stunning, presentation-quality prints</i> | 016-1704-00 | A/Letter (U.S.); 100 sheets |
| | 016-1705-00 | A4/Metric letter; 100 sheets |
| | 016-1718-00 | B/Tabloid (11 x 17 in.); 50 sheets |
| | 016-1719-00 | A3 (metric); 50 sheets |
| | 016-1697-00 | Tabloid Plus (13 x 19 in.), 50 sheets |
| Transparencies <i>Guaranteed image quality and performance for everyday presentations</i> | 016-1701-00 | A/Letter (U.S.); 50 sheets |
| | 016- 1702-00 | A4/Metric letter; 50 sheets |
| | 016-1706-00 | Tabloid Extra (12 x 18 in.); 50 sheets |
| Fabric transfer media <i>Easily create fabric transfers for T-shirts</i> | 016-1703-00 | B/Tabloid (11 x 17 in.); 100 sheets |
| Transparency pockets <i>3-ring binder storage</i> | 016-1194-00 | A/Letter, 50 per box |
| Transparency sleeves <i>Frame and protect transparencies</i> | 016-1130-00 | A/Letter, 50 per box |
| | 016-1131-00 | A4/Metric letter, 50 per box |

Services

780

| Part Number | Details |
|-------------|---|
| Z780S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| Z780S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| Z780S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| Z780BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
| Z780S0 | Installation (product training and driver installation for a maximum of 2 computers), Phaser 780 only |

Phaser Color Laser Sales Tools

Making Phaser color laser sales easier, these sales tools are available on the Xerox reseller Web site @ www.tektronix.xerox.com/resellers/

Phaser 780 Evaluator's Guide - This tool is designed specifically to help your larger corporate clients understand and evaluate the Xerox Phaser 780 Color Laser Printer against comparably priced tabloid color lasers.

HP Color LaserJet 8500 Competitive Analysis

Lexmark Optra Color 1200 Competitive Analysis

Phaser 780 vs. Epson Stylus Pro 5000 - Using performance, price, and versatility comparisons, these tools are designed to help your clients understand the many reasons why the Phaser 780 is the best tabloid color laser printer available.



Black & White Printers

Black & White
Printers



DocuPrint N2125

Award-winning
performance at a
very affordable price



DocuPrint N2125 Laser Printer

Key Specifications

Print speed

True 1200 x 1200 dpi printing at 21 ppm

Media type

Paper (16 lb. Bond to 133 lb. Cardstock), labels, envelopes, and transparencies, all from the standard tray

Page sizes

Letter, legal, folio, executive, statement, index cards, A4, A5, A6, B5-JIS, B5-ISO, envelopes, and custom sizes

Technology

Black-and-White Laser

Resolution

True 1200 x 1200 dpi, 600 dpi

Target Markets

General office printing market

Products in this category are designed to be the backbone of office printing that handle day-to-day output chores reliably. The N2125 is targeted squarely at the general office printing market space. Its strong price/performance equation will appeal to the principal issue in choosing a printer in this market.

Large business users and small/medium enterprises

These users are primary targets in this market because of the strong penetration Xerox's copiers and high-end printers have achieved there.

Key Selling Points

Performance and quality

True 1200 x 1200 dpi at 21 ppm

Reliability and flexibility

Widest range of media sizes and weights

More standard value

32 MB RAM, Adobe® PostScript®3, USB, convenience features, competitive price

N2125 Configurations

N2125 (Part #: N2125N) - Base Printer network ready

N2125b (Part #: N2125) - Base Printer non-networked

Xerox B&W Laser vs. Competition

Selling against HP

The new N Series printers are advantaged in the areas most important to customers:

- Print speed: engine speed coupled with new powerful processors
- Paper capacity: wide media ranges - sizes and weights
- Paper handling options: options available to build configurations for all workgroups and all application requirements

Selling against Lexmark

The new N Series printers are advantaged in the areas most important to customers:

- Print speed: engine speed coupled with new powerful processors
- Print quality: true 1200 dpi at rated speed
- Media handling: wider media ranges, sizes and weights
- Versatility: paper handling options available to build configurations for all workgroups and all application requirements

N2125 Competitive Advantages

The DocuPrint N2125 as compared to the HP 4050 / 4050 N / 4050 T / 4050 TN Series

- True 1200 x 1200 dpi vs. ProRes "true 1200 dpi quality" (600 dpi engine)
- 21 ppm vs. 17 ppm
- Paper trays feed media up to 216 g/m2 (133 lb. cardstock) vs. 105 g/m2 (28 lb. bond)
- More input capacity: 4 trays (1,750 sheets) vs. 3 trays (1,100 sheets)
- USB standard vs. optional
- More memory: 32 MB standard vs. 8 MB (16 MB on N version)
- True Adobe PostScript 3 vs. Clone PostScript Level 2
- On-site warranty vs. carry-in warranty

The DocuPrint N2125 as compared to the Lexmark T612/612n

- True 1200 x 1200 dpi at 21 ppm vs. 10 ppm
- True Adobe PostScript 3 vs. Clone PostScript 3
- USB standard vs. optional
- More memory: 32 MB standard vs. 8 MB (16 MB on T612n)
- Edge to edge printing vs. 8" x 10.66" image area
- On-site warranty vs. carry-in warranty

N2125 Competitive Comparisons

| | Xerox DocuPrint N2125/N2125b | HP LaserJet 4050, 4050N, T, TN | Lexmark Optra T612/T612n |
|---|--|---|---|
| Print Technology | Laser | Laser | Laser |
| Speed | 21 ppm at 1200 x 1200 dpi | 17 ppm | 20 ppm, 10 ppm at 1200 dpi |
| Duplex/Duplex Speed | Optional—15 ipm | Optional—12 ipm | Optional |
| Monthly Duty Cycle (pages) | 75,000 | 65,000 | 100,000 |
| Resolution | True 1200 x 1200 dpi, 600 x 600 dpi Image Quality, 600 dpi | Pro Res "true 1200 dpi quality", Fast Res "1200 dpi Image Quality", 600 dpi | True 1200 x 1200 dpi (at 10 ppm), 1200 dpi |
| Maximum Paper Size (inches/mm) | 8.5 x 14/216 x 356 | 8.5 x 14/A4 | 9 x 14/A4 |
| Paper Input <i>Paper Trays, Std.</i> | 1 x 550 sh./85 env. plus 100 sh. multipurpose bypass feeder | 1 x 500 sh. 4050 N, 2 x 250 sh.4050 T/4050 TN plus 100 sh. multipurpose bypass feeder | 1 x 500 sh. plus 100 sh. multipurpose bypass feeder |
| <i>Paper Trays, Max.</i> | 4 (including multipurpose bypass feeder) | 3 (including multipurpose bypass feeder) | 5 (including multipurpose bypass feeder) |
| <i>Media Capacity, Std.</i> | 650 sh. | 600 sh. | 600 sh. |
| <i>Media Capacity, Max.</i> | 1,750 sh. | 1,100 sh. | 3,600 sh. |
| <i>Envelope Capacity</i> | 340 env. (85 per 550 sh. feeder, 10 in the multi- purpose bypass feeder, 75 env. feeder) | 75 env. | 85 env. |
| <i>Available Options</i> | 2 x 550 sh., 75 env. feeder | 1 x 500 sh., 75 env. feeder | 2 x 250 sh., or 2 x 500 sh., 2,000 sh. feeder, 85 env. feeder |
| Paper Output Capacity <i>Standard Face Down</i> | 500 sh. | 250 sh. | 250 sh (T612), 500 sh.(T612n) |
| <i>Standard Face Up</i> | — | 50 sh. | — |
| <i>Output Capacity, Max.</i> | 1,000 sh. | 300 sh. | 2,350 sh. |
| <i>Available Options</i> | 1 x 500 sh. offset catch tray, 1 x 100 sh. face up tray | — | 2 x 650 sh., 5-bin mailbox, 1,850 sh. stacker |
| Media Sizes | Letter, legal, folio, executive, statement, index card, A4, A5, A6, B5-JIS, B5-ISO, custom sizes, or envelopes (C5, DL, monarch, com-10) | Letter, legal, executive, executive JIS, A4, A5, or envelopes (B5, C5, DL monarch, com-10) | Letter, legal, executive, A4, A5, B5-JIS, universal |
| Media Weights (lb./g/m²) | 16 to 133/60 to 216 | 16 to 28/60 to 105 (53 lb. multi tray) | 16 to 47 bond, 110 index, 125 tag, 80 cover/60 to 176 |
| Job Collation | Send Once, RIP Once, and Print Many | RAM based mopying with dynamic RIP once | Not stated |
| Page Language <i>Standard</i> | PCL 6, PCL 5e, Adobe PostScript 3 | PCL 6, PCL 5e, PostScript Level 2, Jet Send enabled | PCL 6, PostScript 3 |
| <i>Optional</i> | IPDS SIMM, TIFF SIMM | — | IPDS SIMM, TIFF SIMM, Web SIMM (HTML & PDF) |

| | Xerox DocuPrint N2125/N2125b | HP LaserJet 4050, 4050N, T, TN | Lexmark Optra T612/T612n |
|---|---|---|---|
| Fonts <i>Standard</i> | 10 TrueType, 35 Intellifonts, 1 Bitmap, 39 Adobe Type 1, 115 downloadable TrueType, 157 downloadable Type 1 SAP Bar Code DIMM | 80 TrueType | 156 PS scalable, 84 PCL scalable, 2 PCL Bitmap, 39 PPDS scalable, 5 PPDS Bitmap Bar Code SIMM |
| <i>Optional</i> | | 30 scalable TrueType, 8 MB Asian MROM | |
| Memory <i>Standard (MB)</i> | 32 | 8 (4050/4050 T), 16 (4050 N/4050 TN) | 8 (T612), 16 (T612n) |
| <i>Maximum (MB)</i> | 192 | 200 | 264 (T612), 272 (T612n) |
| <i>Memory Slots</i> | 3 | 3 | Not stated |
| <i>Hard Disk</i> | Optional | Optional | Optional |
| Interfaces <i>Standard</i> | 10/100BaseTX, USB, IEEE 1284 Parallel | IEEE 1284 Parallel, RS232C, IrDA (standard on 4050 N/ 4050 TN) | IEEE 1284 Parallel, RS232C |
| <i>Internal Network Interface Slots</i> | 3 | 3 | 2 |
| <i>Optional</i> | 10Base2, Token Ring, Serial RS232C | 10/100BaseT (standard on 4050 N/ 4050 NT), 10BaseT, 10BaseT2, LocalTalk, Token Ring | 10/100BaseTX (standard on T612n), 10BaseT2, Token Ring, Tri-Port adapt, (RS232C,LocalTalk, IrDA port), Serial, Parallel, Parallel/USB, Coax-Twinax |
| Drivers | Windows (3.1/95/98/NT 4.0/2000), UNIX, OS/2, Mac | Windows (3.1,3.11/95/98/ NT 3.51, 4.0, 2000), OS/2, Mac, DOS | Windows (3.1,3.11/95/98/ NT 3.51, 4.0, 2000), OS/2, Mac |
| Footprint - Base Unit (w x d x h - inches/mm) | 17.4 x 17.3 x 16.3/ 442 x 439 x 413 | 15.4 x 15.4 x 15.2/ 391 x 391 x 386 | 16.5 x 20.2 x 14.9/ 418 x 513 x 379 |
| Weight - Base Unit (lbs./kg) | 57.3/26 | 43/19.5 | 44.5/20.2 |
| Supplies Capacity (5% area coverage) <i>Toner</i> | 15K/10K 200K | 10K/6K 200K | 25K/10K 300K |
| <i>Maintenance Kit</i> | | | |
| Printer Management Software | CentreWare, CentreWare Internet Services, PrinterMap, MailLinX alerts | JetAdmin, WebJet Admin | MarkVision, MarkVision for Intranets, MarkTrack |
| Technical Support | Toll-free number (free support). In-depth on-line knowledge base | Toll charge with support, fee-based after warranty. Limited on-line help. | Toll-free number (free support). On-line help available |
| Warranty | One year on-site + option to extend (includes Xerox Total Satisfaction Guarantee) | One year carry-in + option to extend | One year carry-in + option to extend |

N2125 Talking Points

AWARDS

- PC World named the N2125 the #1 network laser printer, a Best Buy, and also awarded it the prestigious World Class Award
- The N2125 also earned PC Magazine's Editor's Choice Award

SPEED

- One of the fastest printers in its class, the N2125 prints true 1200 x 1200 dpi at 21 ppm
- Even complex jobs with graphics, photos, or charts are quickly printed with razor-sharp quality

MEDIA FLEXIBILITY

- The N2125's sturdy design can feed media from 16lb bond to 133lb cardstock in sizes from index cards to legal from any tray
- Its unique, spring-free elevator feeding system can feed envelopes, labels, or other media from the standard paper trays
- To improve printing quality on heavier stocks, the N2125 enables variable fusing temperatures

PRINTER MANAGEMENT AND CONVENIENCE FEATURES

- Xerox technology sets the N2125 high above the

competition. The embedded Web Server in CentreWare Internet Services provides built-in Printer Management and Configuration capabilities from the Internet

- PrinterMap allows for real-time, icon-driven management of Xerox Network Printers as well as competitive printers on the network
- MailLinX allows the N2125 to proactively e-mail users/administrators when the printer requires attention (low toner, paper jam, etc.). It also allows users to e-mail print jobs to the printer from a remote location

WARRANTY

- The N2125's built-in reliability is backed by the only standard on-site warranty offered in its class as well as the exclusive Xerox Total Satisfaction Guarantee

VALUE

- The N2125 has the ideal combination of speed and resolution, 32 MB of printer memory, true Adobe PostScript 3, PCL6 emulation, USB, and many standard convenience features — yet it's amazingly affordable



Supplies and Accessories

| Description | Part Number | Details |
|----------------------------|-------------|--|
| 16 MB DIMM | 097S02356 | 16 MB DIMM memory option |
| 32 MB DIMM | 097S02357 | 32 MB DIMM memory option |
| 64 MB DIMM | 097S02358 | 64 MB DIMM memory option |
| 8 MB Flash DIMM | 097S02360 | 8 MB flash DIMM for storing fonts / forms |
| SAP Bar Code DIMM | 098S04409 | SAP Bar Code Flash DIMM Kit |
| SAP Bar Code Media | 098S04410 | SAP Bar Code Media Kit |
| Serial Card | 097S02361 | RS-232-C Interface Card |
| Hard disk drive | 097S02364 | 2.1 GB (or greater) hard disk drive |
| 550-sheet tray | 109R00448 | 550-sheet replacement tray |
| 550-sheet feeder and tray | 097S02377 | 550-sheet feeder and tray |
| Envelope feeder | 097S02388 | 75-envelope capacity for high-volume |
| Offset catch tray | 097S02380 | 500-sheet 2nd output tray with offsetting |
| Face up tray | 097S02406 | Face up tray with output leveler |
| Duplex module | 097S02379 | Duplex module for two-sided printing |
| N2125 Only | | |
| Token Ring NIC | 097S02363 | Token Ring Network Interface Card |
| 10/Base2 NIC | 097S02362 | 10/Base2 Ethernet Interface Card |
| N2125b Only | | |
| Ethernet Adapter | 098N01098 | CentreDirect External Ethernet Adapter |
| Supplies | | |
| Toner cartridge | 113R00445 | Laser print cartridge (yield 10K) |
| High yield toner cartridge | 113R00446 | High yield laser print cartridge (yield 15K) |
| Maintenance Kit | 108R00328 | Maintenance Kit (yield 200K) |
| Feed roller kit | 108R00330 | Contains 6 feed rollers |

Services



| Part Number | Details |
|-------------|---|
| 2125S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 2125S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 2125S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 2125BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

DocuPrint N2125 Sales Tools

Making Xerox N Series sales easier, the following sales tools are available for resellers to order through the Xerox OPB Sales Literature Order Form available at www.tektronix.xerox.com/resellers/ (click on Order Literature).

N Series Interactive Sales Tools CD-ROM (N25CD-01UA)

N Series Poster (N25PT-01UA)

N Series Product Sales Guide (NSPSG-01UA)

N Series Throughput Print Sample Book (610P701540)

N2125/N2125b Specification Sheet (610P65786)

Resellers can download the following from the Xerox reseller Web site @ www.tektronix.xerox.com/resellers/

N Series Product Sales Guide (NSPSG-01UA)

N2125/2125b Data Sheet (212DS-01UA)



DocuPrint N2025

Versatile media
handling, including
11 x 17, puts high-
end functionality
right on the desktop



DocuPrint N2025 Laser Printer

Key Specifications

Print speed

Up to 20 pages per minute

Media type

Paper (17 lb. Bond to 110 lb. Cardstock), labels (up to 11 x 17), envelopes (in paper trays), postcards (39 lb. to 122 lb.), and transparencies

Page sizes

Letter, legal, folio, ledger, statement, executive, A3, A4, A6, B4, B5, C5, and envelopes

Technology

Black-and-White Laser

Resolution

600 dpi, 1200 dpi Image Quality, True 1200 dpi (at 14 ppm)

Target Markets

Small-to-medium workgroups

These targets often require a fast and flexible printer to support 11 x 17 paper, labels (including oversize labels), and heavy cardstock

Key Selling Points

Flexibility

Widest range of application support — Media weight, sizes, input/output

Performance

Get more done in less time — Fast engine speed, fast PowerPC Processor

Overall value

Fast print speeds, outstanding resolution, reasonably priced

N2025 Configurations

N2025 Configurations:

- N2025 Base Printer (Part #: N2025): Single Input Tray – 500 Sheet (Letter, Legal, A4), Output - 500 Sheet Face-down
- TD Kit (Part #: RG5TDKIT): Second A3 tray, plus duplex module

Xerox B&W Laser vs. Competition

Selling against HP

The new N Series printers are advantaged in the areas most important to customers:

- Print speed: engine speed coupled with new powerful processors
- Paper capacity: wide media ranges - sizes and weights
- Price/performance: faster printing at a lower price

Selling against Lexmark

The new N Series printers are advantaged in the areas most important to customers:

- Media handling: wider media ranges, sizes and weights, including 11 x 17 and A3 capabilities
- Print speed: engine speed coupled with new powerful processors

N2025 Competitive Advantages

The DocuPrint N2025 as compared to the HP LaserJet 5000/5000 N/5000GN

- 25% faster simplex speed and 73% faster duplex speed
- 200 MHz PowerPC processor vs. 100 MHz NEC Vr4300
- 500 sheets input and output for main trays vs. 250 sheets
- Up to 200 g/m² from all trays vs. 105 g/m² from main trays
- 32 MB memory standard vs. 4 MB (8 MB on 5000N, 12 MB on 5000GN)
- Edge-to-edge printing vs. 4.2 mm from edge

compared to the Lexmark Optra T612/T612n

- Larger maximum paper size— 11 x 17/A3 vs. 8.5 x 14/A4
- 200 MHz PowerPC processor vs. 167 MHz NEC VR4310
- True 1200 dpi speed 40% faster
- Envelopes from the main trays and 500 sheet feeders vs. expensive option
- 32 MB memory standard on all models vs. 8 MB on T612 (16 MB on T612n)
- Edge-to-edge printing vs. “fit-to-page” image compression

compared to the IBM InfoPrint 20

- 46% faster duplex speed
- 200 MHz PowerPC processor vs. 66 MHz Intel 80960HD
- 100K duty cycle vs. 75K
- True 1200 dpi vs. 1200 emulation by resolution doubling from 600 dpi
- Up to 200 g/m² from all trays vs. 135 g/m²
- PCL 6 and PCL 5e emulation vs. PCL 5e emulation
- 32 MB memory standard vs. 8 MB

compared to the QMS 2060 BX

- 200 MHz PowerPC processor vs. 100 MHz NEC VR4300
- 130K duty cycle vs. 50K
- True 1200 dpi and 1200 Image Quality standard vs. expensive option
- Up to 200 g/m² from all trays vs. 157 g/m²
- 3,150 sheet input maximum vs. 1,150 sheets
- 500 sheet offset catch tray output option vs. no output options
- PCL 6 and PCL 5e emulation vs. PCL 5e emulation
- 32 MB memory standard vs. 16 MB

N2025 Competitive Comparisons

| | Xerox DocuPrint N2025 | HP LaserJet 5000/5000 N/5000GN | IBM InfoPrint 20 |
|--|---|--|--|
| Print Technology | Laser | Laser | Laser |
| Speed | 20 ppm | 16 ppm | 20 ppm |
| Duplex/Duplex Speed | Optional — 19 ipm | Optional — 11 ipm | Optional — 13 ipm |
| Monthly Duty Cycle (pages) | 100,000 | 65,000 | 75,000 |
| Resolution | True 1200 dpi (14 ppm), 1200 dpi Image Quality, 600 dpi (20 ppm) | 300 dpi, 600 dpi, REt, HP FastRes 1200 (1200 dpi image quality), HP ProRes 1200 (True 1200 dpi) | 600 x 600 dpi 1200 emulation |
| Maximum Paper Size (inches/mm) | 11 x 17/A3, edge-to-edge | 11 x 17/A3, .2 in. from edge | 11 x 17/A3 |
| Paper Input | | | |
| <i>Paper Trays, Std.</i> | 1 (and 150 sh. multi- purpose bypass feeder) | 1 (and 100 sh. multi- purpose bypass feeder) | 1 (and 150 sh. multi- purpose bypass feeder) |
| <i>Paper Trays, Max. Media Capacity, Std.</i> | 4 (including bypass) 650 sh. | 4 350 sh. (850 sh. 5000N/ 50000GN) | 4 650 sh. |
| <i>Media Capacity, Max. Envelope Capacity</i> | 3,150 sh. 235 env. (75 per 500 sheet. feeder, 10 in the multipurpose bypass feeder) | 1,100 sh. 10 env. | 3,150 sh. 75 env. |
| <i>Available Options</i> | Up to 2 additions, 500 sh. feeder, (A3/Ledger tray), 500 sh. feeder (A4/Letter tray), 2,000 sheet feeder | 250 sh. feeder, 500 sh. feeder | 500 sh. feeder (up to 2), 2,000 sh. high capacity drawer |
| Paper Output Capacity | | | |
| <i>Standard Face Down Standard Face Up Output Capacity, Max. Available Options</i> | 500 sh. — 1,000 sh. 500 sh. offset catch tray | 250 sh. 50 sh. 300 sh. — | 500 sh. — 750 sh. (with duplex option) Duplex option also adds 250 sh. output capacity |
| Media Sizes | Letter, legal, folio, ledger, statement executive, A3, A4, A5, B4, B5, C5, com-10, DL, monarch, custom | Letter, legal, ledger, executive, A3, A4, A5, B4, B5, custom | Letter, legal, ledger, statement, executive, A3, A4, B5, custom |
| Media Weights (lb./g/m²) | 17 to 53/64 to 200 all trays up to 53/200 to face-up | 16 to 28/60 to 105 to main face-down tray | 16 to 28/60 to 135 |
| Job Collation | Send Once, RIP Once, and Print Many | RAM based mopying with dynamic RIP once | Not stated |
| Page Language | | | |
| <i>Standard</i> | PCL 6 emulation, PCL 5e emulation with P.J.L | HP PCL 6, HP PCL 5e, PostScript Level 2 emulation | Adobe PostScript 3, PCL 5e emulation, Adobe PostScript 3 |
| <i>Optional</i> | IPDS SIMM, TIFF SIMM | — | IPDS |

| | Xerox DocuPrint N2025 | HP LaserJet 5000/5000 N/5000GN | IBM InfoPrint 20 |
|--|--|---|---|
| Fonts | | | |
| <i>Standard</i> | 35 Intellifonts, 10 TrueType scalable, 39 resident Adobe Type 1 and 157 down- loadable, 96 TrueType scalable on disk Xerox Font Manager | 80 TrueType TrueType built-in, 30 scalable on disk | 136 PS, 35 Intellifonts, 18 TrueType, 1 PCL Bitmap |
| <i>Optional</i> | SAP Bar Code DIMM | — | |
| Memory | | | |
| <i>Standard (MB)</i> | 32 | 4 (8 on 5000N, 12 on 5000GN) | 8 |
| <i>Maximum (MB)</i> | 192 | 100 | 96 |
| <i>Memory Slots</i> | 3 | 2 | 3 |
| <i>Hard Disk</i> | High capacity (2 GB or greater) — optional | At least 1 GB (standard on 5000GN) | At least 1.4GB — optional |
| Interfaces | | | |
| <i>Standard</i> | Ethernet 10/100BaseTX, Bi-directional Parallel, USB | Bi-directional Parallel, RS-232 Serial, (Ethernet 10BaseT, 10Base2, on 5000 N/5000 GN) | Parallel |
| <i>Internal Network Interface Slots</i> | 1 | 2 (1 on 5000N, 5000GN) | Not stated |
| <i>Optional</i> | Token Ring, Ethernet 10Base2, Serial RS232C | Token Ring, Ethernet 10/100BaseTX, LocalTalk | Ethernet 10BaseT/2, Token Ring, Coax, Twinax |
| Drivers | Windows (3.1/95/98/ NT 4.0/2000), UNIX, OS/2, Mac | Windows (3.1x/95/ NT 3.51, 4.1x), UNIX, OS/2, Mac | Windows (3.1x/95/98/NT), OS/2, OS/400, Mac |
| Footprint - Base Unit (w x d x h - inches/mm) | 19.3 x 18.1 x 15.6/ 490 x 460 x 395 | 18.7 x 23.0 x 12.8/ 475 x 585 x 375 | 22.8 x 16.9 x 16.3/ 580 x 438 x 413 |
| Weight - Base Unit (lbs./kg) | 60/27 | 50/23 | 68.2/31 |
| Supplies Capacity (5% area coverage) | | | |
| <i>Toner</i> | 17K | 10K | 14K |
| <i>Maintenance Kit</i> | 200K: Fuser, BTR | 200K | 200K |
| Printer Management Software | CentreWare DP, CentreWare Internet Services, CentreWare Services for UNIX Systems, PrinterMap | HP JetAdmin, HP WebJet Admin | Network Print Manager |
| Technical Support | Toll-free number (free support). In-depth on-line knowledge base. | Toll charge with support, fee-based after warranty. Limited on-line help. | Toll-free numbers (free support during warranty). Fee-based after warranty On-line help available. |
| Warranty | One year on-site + option to extend (includes Xerox Total Satisfaction Guarantee) | One year carry-in + option to extend | One year carry-in + option to extend |

N2025 Talking Points

MEDIA FLEXIBILITY

- The N2025 is a *very flexible* network printer that handles the widest array of paper sizes (including 11 x 17) in paper weights as high as 110 lb. It can also handle custom size paper or label stock.
- The N2025 can print envelopes of all sizes right from the standard tray.
- The N2025 can handle virtually any type of label substrate, including heavy label stock and over-size labels, up to 11 x 17.

HIGH PERFORMANCE

- The FPOT (First Page Out Time) is a speedy 10 seconds, which is faster than virtually any printer on the market today.
- The 20 ppm engine speed makes the N2025 the fastest 11 x 17 network printer in its class. Its 200 MHz PowerPC controller ensures that virtually all jobs will print at full engine speed!
- The N2025 has an 18% speed advantage and a 15% Total Cost of Ownership advantage over the HP 5000.

EASE-OF-USE

- The N2025 can be configured with up to three paper trays — a 2,000-sheet tray and an additional 500-sheet output tray, which will offset and collate output.

PRINTER MANAGEMENT AND CONVENIENCE FEATURES

- The embedded Web server in CentreWare Internet Services provides built-in printer management and configuration capability from the Internet.
- PrinterMap allows for real-time, icon-driven management of Xerox Network Printers as well as competitive printers on the network.
- MailLinX allows the N2025 to proactively e-mail users/administrators when the printer requires attention (low toner, paper jam, etc.). It also allows users to e-mail jobs to the printer from a remote location.

TOTAL SATISFACTION GUARANTEE

- The N2025 reliability is backed by an exclusive 3-year Total Satisfaction Guarantee.

Supplies and Accessories

| Description | Part Number | Details |
|--------------------|-------------|---|
| 16 MB DIMM | 097S02356 | 16 MB DIMM memory option |
| 32 MB DIMM | 097S02357 | 32 MB DIMM memory option |
| 64 MB DIMM | 097S02358 | 64 MB DIMM memory option |
| 8 MB Flash DIMM | 097S02360 | 8 MB flash DIMM for storing fonts/forms |
| SAP Bar Code DIMM | 098S04409 | SAP Bar Code DIMM |
| SAP Bar Code Media | 098S04410 | SAP Bar Code Media |
| Token Ring NIC | 097S02363 | Token Ring Network Interface card |
| 10/Base2 NIC | 097S02362 | 10/Base2 Ethernet Interface Card |
| Serial Card | 097S02361 | RS-232-C Interface Card |
| Hard Disk Drive | 097S02364 | 2.1 GB (or greater) hard disk drive |
| A3 / Ledger Tray | 097S02371 | 500-sheet feeder w/ A3/ledger tray |
| A4 / Letter Tray | 097S02372 | 500-sheet feeder w/ A4/letter tray |
| 2,000-sheet feeder | 097S02374 | 2,000-sheet high capacity feeder |
| Duplex Module | 097S02373 | Duplex module for two-sided printing |
| Offset Catch Tray | 097S02375 | 500-sheet 2nd Output Tray with offsetting |
| Supplies | | |
| Toner Cartridge | 113R00443 | Toner Cartridge (yield 17K) |
| Maintenance Kit | 109R00481 | Maintenance Kit (yield 200K) |
| Feed Roller Kit | 108R00335 | 2,000-sheet feeder feed roller kit |

Services



| Part Number | Details |
|-------------|---|
| 2025S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 2025S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 2025S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 2025BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

DocuPrint N2025 Sales Tools

Making Xerox N Series sales easier, the following sales tools are available for resellers to order through the Xerox OPB Sales Literature Order Form available at www.tektronix.xerox.com/resellers/ (click on Order Literature).

N Series Interactive Sales Tools CD-ROM (N25CD-01UA)

N Series Poster (N25PT-01UA)

N Series Product Sales Guide (NSPSG-01UA)

N Series Throughput Print Sample Book (610P701540)

N2025 Specification Sheet (610P65787)

Resellers can download the following from the Xerox reseller Web site @ www.tektronix.xerox.com/resellers/

N Series Product Sales Guide (NSPSG-01UA)

N2025 Data Sheet (202DS-01UA)



DocuPrint N2825

All-purpose
network printer that
handles everything
from 11 x 17 paper
to heavy cardstock
and labels



DocuPrint N2825 Laser Printer

Key Specifications

Print speed

Up to 28 pages per minute

Media type

Paper (17 lb. Bond to 110 lb. Cardstock), labels (up to 11 x 17), envelopes (in paper trays), postcards (39 lb. to 122 lb.) and transparencies

Page sizes

Letter, legal, folio, ledger, statement, executive, statement, A3, A4, A6, B4, B5, C5, and envelopes

Technology

Black-and-White Laser

Resolution

600 dpi, 1200 dpi Image Quality, True 1200 dpi (at 14 ppm)

Target Markets

Medium-to-large workgroups and single-application environments

These targets often require a fast and flexible printer to handle 11 x 17 paper, labels, and heavy cardstock

Key Selling Points

Flexibility

Widest range of application support — Media weight, sizes, input/output

Performance

Get more done in less time — Fast engine speed, fast PowerPC controller

Overall value

Fast print speeds, outstanding resolution, reasonably priced

N2825 Configurations

N2825 Configurations:

- N2825 Base Printer (Part #: N2825): Single Input Tray – 500 Sheet (Letter, Legal, A4), Output - 500 Sheet Face-down
- TDKIT (Part #: RG5TDKIT): Second A3 tray, plus duplex module

Xerox B&W Laser vs. Competition

Selling against HP

The new N Series printers are advantaged in the areas most important to customers:

- Print speed: engine speed coupled with new powerful processors
- Paper capacity: wide media ranges - sizes and weights
- Price/performance: faster printing at a lower price

Selling against Lexmark

The new N Series printers are advantaged in the areas most important to customers:

- Media handling: wider media ranges, sizes and weights, including 11 x 17 and A3 capabilities
- Print speed: engine speed coupled with new powerful processors

N2825 Competitive Advantages

The DocuPrint N2825 as compared to the HP LaserJet 8000/8000 N/8000 DN

- 17% faster simplex speed and 21% faster duplex speed
- True 1200 dpi vs. FastRes resolution doubling from 600 dpi
- Envelopes from the main trays and 500 sheet feeders vs. expensive option
- True Adobe PostScript 3 vs. PostScript Level 2 emulation
- 32 MB memory standard vs. 16 MB (24 MB on LJ 8000DN)
- Edge-to-edge printing vs. 4.2 mm from edge

as compared to the Lexmark Optra T614/T614n

- 12% faster engine speed
- True Adobe PostScript 3 vs. clone PostScript 3 emulation
- Larger maximum paper size — 11 x 17 vs. 8.5 x 14
- Envelopes from the main trays and 500 sheet feeders vs. expensive option
- 32 MB memory standard on all models vs. 8 MB on T614 (16 MB on T614n)
- Edge-to-edge printing vs. “fit-to-page” image compression

N2825 Competitive Comparisons

| | Xerox DocuPrint N2825 | HP LaserJet 8000/8000 N/8000 DN | Lexmark Optra T614/T614n |
|--|---|---|---|
| Print Technology | Laser | Laser | Laser |
| Speed | 28 ppm | 24 ppm | 20 ppm, 10 ppm at 1200 dpi |
| Duplex/Duplex Speed | Optional – 23 ipm | Optional (std. on 8000 DN) – 19 ipm | Optional – not stated |
| Monthly Duty Cycle (pages) | 130,000 | 130,000 | 130,000 |
| Resolution | True 1200 dpi (14 ppm), 1200 dpi Image Quality, 600 dpi (28 ppm) | 300 dpi, 600 dpi, REt, HP FastRes 1200 (1200 dpi quality) | 600 x 600 POET, True 1200 x 1200 dpi (12 ppm), 1200 dpi image quality (25 ppm) |
| Maximum Paper Size (inches/mm) | 11 x 17/A3, edge-to-edge | 11 x 17/A3, 0.2 in. from edge | 8.5 x 14/A4, fit-to-page |
| Paper Input <i>Paper Trays, Std.</i> <i>Paper Trays, Max.</i> <i>Media Capacity, Std.</i> <i>Media Capacity, Max.</i> <i>Envelope Capacity</i> <i>Available Options</i> | 1 (and 150 sh. multi- purpose bypass feeder) 4 (including bypass) 650 sh. 3,150 sh. 235 env. (75 per 500 sheet. feeder, and 10 in the multipurpose bypass feeder) Up to 2 additions, 500 sh. feeder, (A3/Ledger tray), 500 sh. feeder (A4/Letter tray), 2,000 sheet feeder | 2 (and 100 sh. multi- purpose bypass feeder) 6 1,100 sh. 3,100 sh. 100 env. 2,000 sh. single input tray or 2 x 500 sh. tray | 1 (and 100 sh. multi- purpose bypass feeder) 6 600 sh. 4,100 sh. 85 env. up to 3 x 650 sh. stackers, up to 2 x 5-bin mailbox, 1,850 sh. stacker |
| Paper Output Capacity <i>Standard Face Down</i> <i>Standard Face Up</i> <i>Output Capacity, Max.</i> <i>Available Options</i> | 500 sh. — 1,000 sh. 500 sh. offset catch tray | 500 sh. 100 sh. 2,600 sh. 8-bin mailbox (250 sh. each), 7-bin tabletop mailbox (125 sh. each), 5-bin mailbox w/stapler (250 sh. each) | 500 sh. — 3,000 sh. Up to 3 x 650 sh. stackers, up to 2x 5-bin mailbox, 1,850 stacker |
| Media Sizes | Letter, legal, folio, ledger, statement executive, A3, A4, A5, B4, B5, C5, com-10, DL, monarch, custom | Letter, legal, ledger, executive, A3, A4, B4, B5, monarch, custom | Letter, legal, postcard, A5, B5, A4, executive |
| Media Weights (lb./g/m²) | 17 to 53/64 to 200 all trays | 16 to 28/60 to 105 maintrays 16 to 53/60 to 199 bypass tray | 16 to 47/60 to 176 all trays |
| Job Collation | Send Once, RIP Once, and Print Many | RAM based mopying with dynamic RIP once | Not stated |
| Page Language <i>Standard</i> <i>Optional</i> | PCL 6 emulation, PCL 5e emulation with P.J.L., Adobe Postscript 3 IPDS SIMM, TIFF SIMM | HP PCL 6, HP PCL 5e, PostScript Level 2 emulation — | PostScript 3 emulation, PCL 6 emulation — |

| | Xerox DocuPrint N2825 | HP LaserJet 8000/8000 N/8000 DN | Lexmark Optra T614/T614n |
|---|---|--|---|
| Fonts <i>Standard</i> <i>Optional</i> | 35 Intellifonts, 10 TrueType scalable, 39 resident Adobe Type 1 and 157 down- loadable, 96 TrueType scalable on disk Xerox Font Manager SAP Bar Code DIMM | 80 TrueType TrueType built-in, 65 scalable on disk — | 156 PS scalable, 84 PCL scalable, 2 PCL Bitmap, 39 PPDS scalable, 2 PPDS Bitmap |
| Memory <i>Standard (MB)</i> <i>Maximum (MB)</i> <i>Memory Slots</i> <i>Hard Disk</i> | 32 192 3 High capacity (2 GB or greater) — optional | 16 (24 on 8000 DN)), 192 3 At least 1 GB — optional | 8 (16 on T614n) 384 3 2.1 GB — optional |
| Interfaces <i>Standard</i> <i>Internal Network</i> <i>Interface Slots</i> <i>Optional</i> | Ethernet 10/100BaseTX, Bi-directional Parallel, USB 1 Token Ring, Ethernet 10Base2, Serial RS-232 | Bi-directional Parallel, (Ethernet 10/100BaseTX on 8000 N / 8000 DN) 2 Token Ring, Ethernet LocalTalk | Bi-directional Parallel, (Ethernet 10/100BaseTX on T612n) 2 Ethernet 10/100BaseTX, Ethernet 10BaseT/2, Token Ring, Serial, USB, Coax, Twinax |
| Drivers | Windows (3.1/95/98/ NT 4.0/2000), UNIX, OS/2, Mac | Windows (3.1x/95/ NT 3.51, 4.1x), UNIX, OS/2, Mac | Windows (3.1,3.11/95/98/ NT 3.51, 4.0, 2000), OS/2, Mac |
| Footprint - Base Unit (w x d x h - inches/mm) | 19.3 x 18.1 x 15.6/ 490 x 460 x 395 | 18.7 x 23.0 x 12.8/ 475 x 585 x 375 | 16.5 x 20.2 x 14.9/ 418 x 513 x 379 |
| Weight - Base Unit (lbs./kg) | 60/27 | 99/44 | 45/20.4 |
| Supplies Capacity (5% area coverage) <i>Toner</i> <i>Maintenance Kit</i> <i>Stapler Cartridge</i> | 17K 200K: Fuser, BTR N/A | 15K 350K: Fuser, BTR 6 feed-rolls 6K (3 x 2K) | 25K/10K Not stated N/A |
| Printer Management Software | CentreWare DP, CentreWare Internet Services, CentreWare Services for UNIX Systems, PrinterMap | HP JetAdmin, HP WebJet Admin | MarkVision, MarkNet S, Internet Printing Protocol (IPP), MarkTrack |
| Technical Support | Toll-free number (free support). In-depth on-line knowledge base. | Toll charge with support, fee-based after warranty. Limited on-line help. | Toll-free number (free support). On-line help available. |
| Warranty | One year on-site + option to extend (includes Xerox Total Satisfaction Guarantee) | One year carry-in + option to extend | One year carry-in + option to extend |

N2825 Talking Points

MEDIA FLEXIBILITY

- The N2825 is the *most flexible* network printer currently available. It handles the widest array of paper sizes (including 11 x 17) in paper weights as high as 110 lb. It can also handle custom size paper or label stock.
- The N2825 can print envelopes of all sizes right from the standard tray.
- The N2825 can handle virtually any type of label substrate, including heavy label stock and over-size labels, up to 11 x 17.

HIGH PERFORMANCE

- The FPOT (First Page Out Time) is a speedy 10 seconds — faster than virtually any printer on the market today.
- The 28 ppm engine speed makes the N2825 one of the fastest network printers on the market. Its 200 MHz PowerPC controller ensures that virtually all jobs will print at full engine speed.
 - PC Magazine found the N2825 to be faster than the HP 8100 at 32 ppm. It has a 12% price advantage over the HP 8000 (at 24 ppm) and a 22% price advantage over the HP 8100.

EASE-OF-USE

- The N2825 can be configured with up to three paper trays — a 2,000-sheet tray and an additional 500-sheet output tray, which will offset and collate output.

PRINTER MANAGEMENT AND CONVENIENCE FEATURES

- The embedded Web Server in CentreWare Internet Services provides built-in printer management and configuration capabilities from the Internet.
- PrinterMap allows for real-time, icon-driven management of Xerox Network Printers as well as competitive printers on the network.
- MailLinX allows the N2825 to proactively e-mail users/administrators when the printer requires attention (low toner, paper jam, etc.). It also allows users to e-mail jobs to the printer from a remote location.

TOTAL SATISFACTION GUARANTEE

- The N2825 reliability is backed by an exclusive 3-year Total Satisfaction Guarantee.



Supplies and Accessories

| Description | Part Number | Details |
|--------------------|-------------|---|
| 16 MB DIMM | 097S02356 | 16 MB DIMM memory option |
| 32 MB DIMM | 097S02357 | 32 MB DIMM memory option |
| 64 MB DIMM | 097S02358 | 64 MB DIMM memory option |
| 8 MB Flash DIMM | 097S02360 | 8 MB flash DIMM for storing fonts / forms |
| SAP Bar Code DIMM | 098S04409 | SAP Bar Code DIMM |
| SAP Bar Code Media | 098S04410 | SAP Bar Code Media |
| Token Ring NIC | 097S02363 | Token Ring Network Interface Card |
| 10/Base2 NIC | 097S02362 | 10/Base2 Ethernet Interface Card |
| Serial Card | 097S02361 | RS-232-C Interface Card |
| Hard Disk Drive | 097S02364 | 2.1 GB (or greater) hard disk drive |
| A3 / Ledger Tray | 097S02371 | 500-sheet feeder w/ A3/ledger tray |
| A4 / Letter Tray | 097S02372 | 500-sheet feeder w/ A4/letter tray |
| 2,000-sheet feeder | 097S02374 | 2,000-sheet high capacity feeder |
| Duplex Module | 097S02373 | Duplex module for two-sided printing |
| Offset Catch Tray | 097S02375 | 500-sheet 2nd Output Tray with offsetting |
| Supplies | | |
| Toner Cartridge | 113R00443 | Toner Cartridge (yield 17K) |
| Maintenance Kit | 109R00482 | Maintenance kit (yield 200K) |
| Feed Roller Kit | 108R00335 | 2,000-sheet feeder feed roller kit |

Services



| Part Number | Details |
|-------------|---|
| 2825S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 2825S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 2825S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 2825BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

DocuPrint N2825 Sales Tools

Making Xerox N Series sales easier, the following sales tools are available for resellers to order through the Xerox OPB Sales Literature Order Form available at www.tektronix.xerox.com/resellers/ (click on Order Literature).

N Series Interactive Sales Tools CD-ROM (N25CD-01UA)

N Series Poster (N25PT-01UA)

N Series Product Sales Guide (NSPSG-01UA)

N Series Throughput Print Sample Book (610P701540)

N2825 Specification Sheet (610P65788)

Resellers can download the following from the Xerox reseller Web site @ www.tektronix.xerox.com/resellers/

N Series Product Sales Guide (NSPSG-01UA)

N2825 Data Sheet (282DS-01UA)



DocuPrint N3225

For large
workgroups who
need production-
level paper handling
and document
finishing capabilities



DocuPrint N3225 Laser Printer

Key Specifications

Print speed

Media type

Page sizes

Technology

Resolution

Fast 32 ppm printing

Bond, transparency, labels, envelopes

8.5 x 5.5, letter, legal, folio, ledger, executive, A4

Black-and-White Laser

1200 dpi Image Quality

Target Markets

Large workgroups

These targets often require top-of-the-line speed, performance and production-level paper handling options and finishing

Key Selling Points

High performance

Production paper handling

Productivity

Fast 32 ppm printing; optional duplex module prints at 30 ipm

2,500-sheet, 3-tray high-capacity feeder; 2,000-sheet, 3-bin finisher with stapling

Great paper handling in a wide range of paper stocks in sizes up to 11 x 17

N3225 Configurations

N3225 Configurations:

- N3225 (Part #: N3225) – Base Printer
- N3225HD (Part #: N3225HD) – Base Printer with 2.1+ Hard Disk capacity

Xerox B&W Laser vs. Competition

Selling against HP

The new N Series printers are advantaged in the areas most important to customers:

- Print speed: engine speed coupled with new powerful processors
- Paper capacity: wide media ranges - sizes and weights
- Paper handling options: options available to build configurations for all workgroups and all application requirements

Selling against Lexmark

The new N Series printers are advantaged in the areas most important to customers:

- Print speed: engine speed coupled with new powerful processors
- Media handling: wider media ranges, sizes and weights
- Versatility: paper handling options available to build configurations for all workgroups and all application requirements

N3225 Competitive Advantages

The DocuPrint N3225 as compared to the HP LaserJet 8100/8100 N/8100 DN

- 30% faster duplex
- 266 MHz vs. 166 MHz RISC Processor
- Faster First Print Out Time
- Ethernet 10/100BaseTX standard on all models
- Edge-to-edge printing vs. 4.2 mm from edge
- 23K yield on toner CRU vs. 20K
- True Adobe PostScript 3 vs. PostScript Level 2 emulation
- 32 MB memory standard on all models
- Larger input capacity — 3,550 sheet vs. 3,100 sheet

as compared to the Lexmark Optra Se 3455/Se 3455n

- Larger maximum paper size — 11 x 17/A3 vs. 8.5 x 14/A4
- 32 MB memory standard on all models vs. 8 MB (16 MB in Se 3455n)
- Edge-to-edge printing vs. “fit-to-page” image compression
- Convenience features such as Secure Printing and Proof Printing vs. none
- Ethernet 10/100Base TX standard on all models
- Finishing

as compared to the Lexmark Optra T616 and T616n

- Larger maximum paper size — 11 x 17/A3 vs. 8.5 x 14/A4
- 32 MB memory standard on all models vs. 16 MB
- Edge-to-edge printing vs. “fit-to-page” image compression
- Convenience features such as Secure Printing and Proof Printing vs. none
- Ethernet 10/100Base TX standard on all models
- Finishing available on Xerox

as compared to the Lexmark W810

- 32 MB memory standard on all models vs. 16 MB
- Edge-to-edge printing vs. “fit-to-page” image compression
- Convenience features such as Secure Printing and Proof Printing vs. none
- Ethernet 10/100Base TX standard on all models
- Envelope support on Xerox

N3225 Competitive Comparisons

| | Xerox DocuPrint N3225 | HP LaserJet 8100/8100 N/8100 DN | Lexmark Optra T616/T616n |
|--|--|--|---|
| Print Technology | Laser | Laser | Laser |
| Speed | 32 ppm | 32 ppm | 35 ppm |
| Duplex/Duplex Speed | Optional – 30 ipm | Optional (std. on 8100 DN) – 19 ipm | Optional – 34 ipm |
| Monthly Duty Cycle (pages) | 150,000 | 150,000 | 200,000 |
| Resolution | 300 dpi, 600 x 600 dpi, Quad Dot halftoning, 1200 dpi image quality | 300 dpi, 600 dpi, REt, HP FastRes 1200 (1200 dpi quality) | 300 x 300 dpi, 600 x 600 dpi, True 1200 x 1200 dpi, 1200 dpi image quality |
| Maximum Paper Size (inches/mm) | 11 x 17/A3, edge-to-edge | 11 x 17/A3, 4.2mm from edge | 8.5 x 14/A4 |
| Paper Input <i>Paper Trays, Std.</i> <i>Paper Trays, Max.</i> <i>Media Capacity, Std.</i> <i>Media Capacity, Max.</i> <i>Envelope Capacity</i> <i>Available Options</i> | 2 (and 50 sh. multi- purpose bypass feeder) 6 1,050 sh. 3,550 sh. 100 env. 100 env. feeder, 2,500 sh. 3 tray feeder | 2 (and 100 sh. multi- purpose bypass feeder) 5 or 6 1,100 sh. 3,100 sh. or 2,100 sh. 100 env. 2,000 sh. single input tray or 2 x 500 sh. tray | 2 (500 sh.) and 100 sh. multi- purpose bypass feeder) 6 1,100 sh. 4,100 sh. 85 env. 85 env. feeder, 250 sh. drawer, 500 sh. drawer, 2,000 sh. drawer, 250 sh. tray, 500 sh. tray |
| Paper Output Capacity <i>Standard Face Down</i> <i>Standard Face Up</i> <i>Output Capacity, Max.</i> <i>Available Options</i> | 500 sh. 200 sh. 2,500 sh. 2,000 sh. (3 x 667) finisher/stapler, 10-bin mailbox/collator of 100 sh. each | 500 sh. 100 sh. 3,600 sh. 8-bin mailbox (250 sh. each) 7-bin tabletop mailbox (125 sh. each), 5-bin mailbox w/stapler (250 sh. each), 3,000 sh. stacker, 3,000 sh. stapler/stacker | 500 sh. — 3,000 sh. 2,000 sh. drawer, 1,850 sh. high capacity output stacker. 5-bin mailbox, 650 sh. ouput expanders |
| Media Sizes | 8.5 x 5.5, Letter, legal, folio, ledger, executive, A3, A4, A5, A6, B4, B5-JIS | Letter, legal, ledger, executive, A3, A4, B4, B5, monarch | Letter, legal, A4, A5, B5, executive, universal (supports sizes as small as 2.75 x 5 in. and up to 9.01 x 14 in.) |
| Media Weights (lb./g/m²) | 17 to 28/64 to 105 paper trays, 17 to 44/64-165 bypass feeder | 16 to 28/60 to 105 trays 2 and 3, 16 to 53/60-199 bypass feeder | 16 to 47/64 to 199 |
| Job Collation | Send Once, RIP Once, and Print Many | RAM based mopying with dynamic RIP once | Not stated |
| Page Language <i>Standard</i> <i>Optional</i> | PCL 5e and PCL 6 emulation, Adobe Postscript 3 IPDS SIMM, TIFF SIMM | HP PCL 5e, HP PCL 6, PostScript Level 2 emulation — | PostScript 3 emulation, PCL 6 emulation IPDS SIMM, TIFF SIMM |

| | Xerox DocuPrint N3225 | HP LaserJet 8100/8100 N/8100 DN | Lexmark Optra T616/T616n |
|---|--|---|--|
| Fonts <i>Standard</i> | 35 Intellifonts, 10 TrueType scalable, 39 resident Adobe Type 1 and 157 down- loadable, 96 TrueType scalable on disk Xerox Font Manager | 80 TrueType TrueType built-in, 30 via HP FontSmart | 156 PS scalable, 84 PCL scalable, 2 PCL Bitmap, 39 PPDS scalable, 2 PPDS Bitmap |
| <i>Optional</i> | SAP Bar Code DIMM | — | |
| Memory <i>Standard (MB)</i> <i>Maximum (MB)</i> <i>Memory Slots</i> <i>Hard Disk</i> | 32 192 3 High capacity (2.1 GB or greater) — optional | 16 (24 on 8100 DN)), 208 3 Greater than 2 GB2.1 GB — optional | 16 384 3 Up to 2.1 GB — optional |
| Interfaces <i>Standard</i> | Ethernet 10/100BaseTX, Bi-directional Parallel, USB | Bi-directional Parallel, (Ethernet 10/100BaseTX on 8100 N/8100 DN) | Bi-directional Parallel, (Ethernet 10/100BaseTX on T616n) |
| <i>Internal Network</i> <i>Interface Slots</i> <i>Optional</i> | 1 Token Ring, Ethernet 10Base2, Serial RS-232 | 3 (2 on 8100 N/8100 DN) Token Ring, Ethernet LocalTalk | — Ethernet 10/100BaseTX, Ethernet 10BaseT/2, Token Ring, Serial, USB, Coax, Twinax |
| Drivers | Windows (3.1/95/98/ NT 4.0/2000), UNIX, OS/2, Mac | Windows (3.1x/95/ NT 3.51, 4.1x), UNIX, OS/2, Mac | Windows (3.x/95/98/ NT 4.0 level 2), OS/2, Mac |
| Footprint - Base Unit (w x d x h - inches/mm) | 25.5 x 21.0 x 19.5/ 642 x 523 x 486 | 20.5 x 21.6 x 22.3/ 520 x 540 x 566 | 15.7 x 19.6 x 21.1/ 398 x 498 x 536 |
| Weight - Base Unit (lbs./kg) | 99/45 | 113/51 | 43.5/20.4 |
| Supplies Capacity (5% area coverage) <i>Toner</i> <i>Maintenance Kit</i> <i>Stapler Cartridge</i> | 23K 300K: Fuser, BTR 15 fee-rolls 5K (3 per package, 15K total) | 20K 350K: Fuser, BTR 6 feed-rolls 2K | 25K/10K 300K N/A |
| Printer Management Software | CentreWare DP, CentreWare Internet Services, CentreWare Services for UNIX Systems, PrinterMap | HP JetAdmin, HP WebJet Admin | MarkVision, MarkNet S, Internet Printing Protocol (IPP), MarkTrack |
| Technical Support | Toll-free number (free support). In-depth on-line knowledge base. | Toll charge with support, fee-based after warranty. Limited on-line help. | Toll-free number (free support). On-line help available. |
| Warranty | One year on-site + option to extend (includes Xerox Total Satisfaction Guarantee) | One year carry-in + option to extend | One year carry-in + option to extend |

N3225 Talking Points

PERFORMANCE

- Fast 32 pages-per-minute printing; optional duplex module prints at 30 ipm
- Fastest first-print out time in its class
- A powerful 266 MHz PowerPC controller, one of the industry's fastest, features the kind of high-performance architecture that delivers improved results in both simplex and duplex modes
- Less time spent waiting at the printer
- Improves printing of complex jobs that have graphics, photos, or charts

PRODUCTIVITY

- 6 input sources for a total capacity of 3,550 sheets
- 2,500-sheet output capacity
- Optional 2,000-sheet finisher/stapler or 10-bin mailbox bring convenience and productivity to the most demanding work-group printing needs
 - Handles a wide range of paper stocks in sizes from executive/A6 to ledger/A3

- Load While Run eliminates user intervention on long job runs

PRINTER MANAGEMENT AND CONVENIENCE FEATURES

- Xerox' unique WorkSet Technology, Send Once, RIP Once and Print Many, capabilities minimizes network traffic
- MailLinX E-mail Alerts automatically sends a message to — or even pages — the system administrator or other designated person to correct such situations as low toner or a paper jam before they affect productivity
- MailLinX Remote Printing allows documents to be emailed over the Internet to any networked N Series printer in the office
- Total printer management through Xerox PrinterMap, CentreWare Internet Services, CentreWare DP, CentreWare Services for UNIX Systems, and integration/certification by leading management tools

TOTAL SATISFACTION GUARANTEE

- The N3225 reliability is backed up with an exclusive 3-year Total Satisfaction Guarantee

Supplies and Accessories

| Description | Part Number | Details |
|---------------------------|-------------|---|
| Duplex Module | 097K24880 | Duplex module for two-sided printing |
| 2,500-sheet Feeder | 097K24860 | 2,500-sheet high capacity feeder |
| CN Kit | T8TCNKIT | 2,500-sheet feeder + duplex module |
| Envelope Feeder | 097K24870 | 100-sheet envelope feeder |
| Finisher/Stapler | 097K24890 | 2,000-sheet finisher/stapler |
| 10 Bin Mailbox/Collator | 097K29430 | 10-bin mailbox, 100 sheets per bin |
| Mailbox Bracket, Console | 098K57180 | Bracket for console mailbox |
| Mailbox Bracket, Tabletop | 098K57190 | Bracket for tabletop mailbox |
| 10Base2 NIC | 097S02362 | 10/Base2 Ethernet Interface Card |
| Token Ring NIC | 097S02363 | Token Ring Network Interface Card |
| Serial Card | 097S02361 | RS-232-C Interface Card |
| Hard Disk Drive | 097S02364 | 2.1 GB (or greater) hard disk drive |
| 16 MB DIMM | 097S02356 | 16 MB DIMM memory option |
| 32 MB DIMM | 097S02357 | 32 MB DIMM memory option |
| 64 MB DIMM | 097S02358 | 64 MB DIMM memory option |
| 8 MB Flash DIMM | 097S02360 | 8 MB flash DIMM for storing fonts/forms |
| SAP Bar Code DIMM | 098S04409 | SAP Bar Code Flash DIMM Kit |
| SAP Bar Code Media | 098S04410 | SAP Bar Code Media Kit |
| Supplies | | |
| Toner Cartridge | 113R00173 | Laser Print Cartridge (yield 23K) |
| Maintenance Kit | 109R00486 | Maintenance Kit 110V (yield 300K) |
| Staple Cartridge | 108R00158 | Staple Cartridge (5K; 3 per package, 15K total) |

Services



| Part Number | Details |
|-------------|---|
| 3225S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 3225S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 3225S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 3225BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

DocuPrint N3225 Sales Tools

Making Xerox N Series sales easier, the following sales tools are available for resellers to order through the Xerox OPB Sales Literature Order Form available at www.tektronix.xerox.com/resellers/ (click on Order Literature).

N Series Interactive Sales Tools CD-ROM (N25CD-01UA)

N Series Poster (N25PT-01UA)

N Series Product Sales Guide (NSPSG-01UA)

N Series Throughput Print Sample Book (610P701540)

N3225/N4025 Specification Sheet (610P65789)

Resellers can download the following from the Xerox reseller Web site @ www.tektronix.xerox.com/resellers/

N Series Product Sales Guide (NSPSG-01UA)

N3225/N4025 Data Sheet (322DS-01UA)



DocuPrint N4025

Outstanding
speed, quality, and
finishing options that
bring production-
level printing
capabilities to
the office



DocuPrint N4025 Laser Printer

Key Specifications

Print speed

Fast 40 ppm printing

Media type

Bond, transparency, labels, envelopes

Page sizes

8.5 x 5.5, letter, legal, folio, ledger, executive, A4

Technology

Black-and-White Laser

Resolution

1200 dpi Image Quality

Target Markets

Large workgroups

These targets often require top-of-the-line speed, performance and production-level paper handling options and finishing

Key Selling Points

High performance

High Performance: Fast 40 ppm printing; optional duplex module prints at 32 ipm

Production paper handling

2,500-sheet, 3-tray high-capacity feeder; 2,000-sheet, 3-bin finisher with stapling

Productivity

Great paper handling in a wide range of paper stocks in sizes up to 11 x 17

N4025 Configurations

N4025 Configurations:

- N4025 (Part #: N4025) – Base Printer
- N4025HD (Part #: N4025HD) – Base Printer with 2.1+ Hard Disk capacity

Xerox B&W Laser vs. Competition

Selling against HP

The new N Series printers are advantaged in the areas most important to customers:

- Print speed: engine speed coupled with new powerful processors
- Paper capacity: wide media ranges - sizes and weights
- Paper handling options: options available to build configurations for all workgroups and all application requirements

Selling against Lexmark

The new N Series printers are advantaged in the areas most important to customers:

- Print speed: engine speed coupled with new powerful processors
- Media handling: wider media ranges, sizes and weights
- Versatility: paper handling options available to build configurations for all workgroups and all application requirements

N4025 Competitive Advantages

The DocuPrint N4025 as compared to the Lexmark Optra Se 3455/Se 3455n

- 18% faster one-sided printing
- Larger maximum paper size — 11 x 17/A3 vs. 8.5 x 14/A4
- 32 MB memory standard on all models vs. 8 MB (16 MB on Se 3455n)
- Edge-to-edge printing vs. “fit-to-page” image compression
- Convenience features such as Secure Printing and Proof Printing vs. none
- Ethernet 10/100BaseTX standard on all models
- Finishing

as compared to the Lexmark Optra T616 and T616n

- 17% faster one-sided printing
- Larger maximum paper size — 11 x 17/A3 vs. 8.5 x 14/A4
- 32 MB memory standard on all models vs. 16 MB
- Edge-to-edge printing vs. “fit-to-page” image compression
- Convenience features such as Secure Printing and Proof Printing vs. none
- Ethernet 10/100BaseTX standard on all models
- Finishing

as compared to the Lexmark W810

- 17% faster one-sided printing
- 32 MB memory standard on all models vs. 16 MB
- Edge-to-edge printing vs. “fit-to-page” image compression
- Convenience features such as Secure Printing and Proof Printing vs. none
- Ethernet 10/100BaseTX standard on all models
- Envelope support on Xerox

as compared to the IBM InfoPrint 40

- 32 MB memory standard on all models vs. 8 MB
- Convenience features such as Secure Printing and Proof Printing vs. none
- Built-in Ethernet 10/100BaseTX
- 10-bin, 1,000 sheet mailbox vs. none
- PCL 6 emulation standard vs. PCL 5e

N4025 Competitive Comparisons

| | Xerox DocuPrint N4025 | Lexmark Optra T616/T616n | IBM InfoPrint 40 |
|---|--|--|--|
| Print Technology | Laser | Laser | Laser |
| Speed | 40 ppm | 35 ppm | 40 ppm |
| Duplex/Duplex Speed | Optional – 32 ipm | Optional – 34 ipm | Optional – 32 ipm |
| Monthly Duty Cycle (pages) | 200,000 | 200,000 | 200,000 |
| Resolution | 300 dpi, 600 x 600 dpi, Quad Dot halftoning, 1200 dpi image quality | 300 x 300 dpi, 600 x 600 dpi, True 1200 x 1200 dpi, 1200 dpi image quality | 600 x 600 dpi with edge smoothing, IBM Refine (1200 dpi image quality) |
| Maximum Paper Size (inches/mm) | 11 x 17/A3, edge-to-edge | 8.5 x 14/A4 | 11 x 17/A3, edge-to-edge |
| Paper Input <i>Paper Trays, Std.</i> | 2 (and 50 sh. multi- purpose bypass feeder) | 2 (500 sh.) and 100 sh. multi- purpose bypass feeder) | 2 (and 50 sh. multipurpose bypass feeder) |
| <i>Paper Trays, Max.</i> | 6 | 6 | 6 |
| <i>Media Capacity, Std.</i> | 1,050 sh. | 1,100 sh. | 1,050 sh. |
| <i>Media Capacity, Max.</i> | 3,550 sh. | 4,100 sh. | 3,550 sh. |
| <i>Envelope Capacity</i> | 100 env. | 85 env. | 100 env. |
| <i>Available Options</i> | 100 env. feeder, 2,500 sh. 3 tray feeder | 85 env. feeder, 250 sh. drawer, 500 sh. drawer, 2,000 sh. drawer, 250 sh. tray, 500 sh. tray | 2,500 sh. 3 tray feeder |
| Paper Output Capacity <i>Standard Face Down</i> | 500 sh. | 500 sh. | 500 sh. |
| <i>Standard Face Up</i> | 200 sh. | — | 500 sh. |
| <i>Output Capacity, Max.</i> | 2,500 sh. | 3,000 sh. | 2,500 sh. |
| <i>Available Options</i> | 2,000 sh. (3 x 667) finisher/stapler, 10-bin mailbox/collator of 100 sh. each | 2,000 sh. drawer, 1,850 sh. high capacity output stacker. 5-bin mailbox, 650 sh. ouput expanders | 2,000 sh. (3 x 667) finisher/ stapler |
| Media Sizes | 8.5 x 5.5, Letter, legal, folio, ledger, executive, A3, A4, A5, A6, B4, B5-JIS | Letter, legal, A4, A5, B5, executive, universal (supports sizes as small as 2.75 x 5 in. and up to 9.01 x 14 in.) | A5/statement to A3/ledger |
| Media Weights (lb./g/m²) | 17 to 28/64 to 105 paper trays, 17 to 44/64-165 bypass feeder | 16 to 47/64 to 199 | 17 to 24/64 to 90 |
| Job Collation | Send Once, RIP Once, and Print Many | Not stated | Not stated |
| Page Language <i>Standard</i> | PCL 5e and PCL 6 emulation, Adobe Postscript 3 | PostScript 3 emulation, PCL 6 emulation | PCL 5E emulation, Adobe PostScript 3 |
| <i>Optional</i> | IPDS SIMM, TIFF SIMM | IPDS SIMM, TIFF SIMM | AFP/IPDS |

| | Xerox DocuPrint N4025 | Lexmark Optra Se 3455/Se 3455n | IBM InfoPrint 40 |
|---|--|---|--|
| Fonts <i>Standard</i> | 35 Intellifonts, 10 TrueType scalable, 39 resident Adobe Type 1 and 157 down- loadable, 96 TrueType scalable on disk Xerox Font Manager | 156 PS scalable, 84 PCL scalable, 2 PCL Bitmap, 39 PPDS scalable, 2 PPDS Bitmap | Not stated |
| <i>Optional</i> | SAP Bar Code DIMM | — | |
| Memory <i>Standard (MB)</i> | 32 | 16 | 16 |
| <i>Maximum (MB)</i> | 192 | 384 | 64, Optional Flash 2 MB or 4 MB |
| <i>Memory Slots</i> | 3 | 3 | Not stated |
| <i>Hard Disk</i> | High capacity (2.1 GB or greater) — optional | Up to 2.1 GB — optional | 2.1 GB — optional |
| Interfaces <i>Standard</i> | Ethernet 10/100BaseTX, Bi-directional Parallel, USB | Bi-directional Parallel, (Ethernet 10/100BaseTX on T616n) | Bi-directional Parallel |
| <i>Internal Network Interface Slots</i> | 1 | — | 2 |
| <i>Optional</i> | Token Ring, Ethernet 10Base2, Serial RS-232 | Ethernet 10/100BaseTX, Ethernet 10BaseT/2, Token Ring, Serial, USB, Coax, Twinax | Ethernet 10/100BaseTX, Ethernet 10BaseT/10Base2, Token Ring, Coax, Twinax |
| Drivers | Windows (3.1/95/98/ NT 4.0/2000), UNIX, OS/2, Mac | Windows (3.x/95/98/ NT 4.0 level 2), OS/2, Mac | Windows (3.1x/95/98/ NT 4.0), AIX, OS/400, IBM OS/2, 2.11 and WARP, Sun Solaris, SCO, UNIX, Mac |
| Footprint - Base Unit (w x d x h - inches/mm) | 25.5 x 21.0 x 19.5/ 642 x 523 x 486 | 15.7 x 19.6 x 21.1/ 398 x 498 x 536 | 30.0 x 20.5 x 19.1/ 762 x 520 x 486 |
| Weight - Base Unit (lbs./kg) | 99/45 | 43.5/20.4 | 108/49.3 |
| Supplies Capacity (5% area coverage) <i>Toner</i> | 23K | 25K/10K | 23K |
| <i>Maintenance Kit</i> | 300K: Fuser, BTR 15 fee-rolls | 300K | Not stated |
| <i>Stapler Cartridge</i> | 5K (3 per package, 15K total) | N/A | 5K (3 per package, 15K total) |
| Printer Management Software | CentreWare DP, CentreWare Internet Services, CentreWare Services for UNIX Systems, PrinterMap | MarkVision, MarkNet S, Internet Printing Protocol (IPP), MarkTrack | Network Printer Manager, InfoPrint Manager |
| Technical Support | Toll-free number (free support). In-depth on-line knowledge base. | Toll-free number (free support). On-line help available. | Toll-free numbers (free support during warranty). Fee-based after warranty. On-line help available. |
| Warranty | One year on-site option to extend (includes Xerox Total Satisfaction Guarantee) | One year carry-in + option to extend | Not stated |

N4025 Talking Points

PERFORMANCE

- Fast 40 pages-per-minute printing; optional duplex module prints at 32 ipm
- Fastest first-print-out time in its class
- A powerful 266 MHz PowerPC controller, one of the industry's fastest, features the kind of high-performance architecture that delivers improved results in both simplex and duplex modes
- Less time spent waiting at the printer
- Improves printing of complex jobs that have graphics, photos, or charts

PRODUCTIVITY

- 6 input sources for a total capacity of 3,550 sheets
- 2,500-sheet output capacity
- Optional 2,000-sheet finisher/stapler or 10-bin mailbox bring convenience and productivity to the most demanding workgroup printing needs
 - Handles a wide range of paper stocks in sizes from executive/A6 to ledger/A3

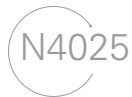
- Load While Run eliminates user intervention on long job runs

PRINTER MANAGEMENT AND CONVENIENCE FEATURES

- Xerox' unique WorkSet Technology, Send Once, RIP Once and Print Many, capabilities minimizes network traffic
- MailLinX E-mail Alerts automatically sends a message to — or even pages — the system administrator or other designated person to correct such situations as low toner or a paper jam before they affect productivity
- MailLinX Remote Printing allows documents to be emailed over the Internet to any networked N Series printer in the office
- Total printer management through Xerox PrinterMap, CentreWare Internet Services, CentreWare DP, CentreWare Services for UNIX Systems, and integration/certification by leading management tools

TOTAL SATISFACTION GUARANTEE

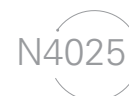
- The N4025 reliability is backed up with an exclusive 3-year Total Satisfaction Guarantee



Supplies and Accessories

| Description | Part Number | Details |
|---------------------------|-------------|---|
| Duplex Module | 097K24880 | Duplex module for two-sided printing |
| 2,500-sheet Feeder | 097K24860 | 2,500-sheet high capacity feeder |
| CN Kit | T8TCNKIT | 2,500-sheet feeder + duplex module |
| Envelope Feeder | 097K24870 | 100-sheet envelope feeder |
| Finisher/Stapler | 097K24890 | 2,000-sheet finisher/stapler |
| 10 Bin Mailbox/Collator | 097K29430 | 10-bin mailbox, 100 sheets per bin |
| Mailbox Bracket, Console | 098K57180 | Bracket for console mailbox |
| Mailbox Bracket, Tabletop | 098K57190 | Bracket for tabletop mailbox |
| 10Base2 NIC | 097S02362 | 10/Base2 Ethernet Interface Card |
| Token Ring NIC | 097S02363 | Token Ring Network Interface Card |
| Serial Card | 097S02361 | RS-232-C Interface Card |
| Hard Disk Drive | 097S02364 | 2.1 GB (or greater) hard disk drive |
| 16 MB DIMM | 097S02356 | 16 MB DIMM memory option |
| 32 MB DIMM | 097S02357 | 32 MB DIMM memory option |
| 64 MB DIMM | 097S02358 | 64 MB DIMM memory option |
| 8 MB Flash DIMM | 097S02360 | 8 MB flash DIMM for storing fonts/forms |
| SAP Bar Code DIMM | 098S04409 | SAP Bar Code Flash DIMM Kit |
| SAP Bar Code Media | 098S04410 | SAP Bar Code Media Kit |
| Supplies | | |
| Toner Cartridge | 113R00173 | Laser Print Cartridge (yield 23K) |
| Maintenance Kit | 109R00486 | Maintenance Kit 110V (yield 300K) |
| Staple Cartridge | 108R00158 | Staple Cartridge (5K; 3 per package, 15K total) |

Services



| Part Number | Details |
|-------------|---|
| 4025S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 4025S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 4025S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 4025BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

DocuPrint N4025 Sales Tools

Making Xerox N Series sales easier, the following sales tools are available for resellers to order through the Xerox OPB Sales Literature Order Form available at www.tektronix.xerox.com/resellers/ (click on Order Literature).

N Series Interactive Sales Tools CD-ROM (N25CD-01UA)

N Series Poster (N25PT-01UA)

N Series Product Sales Guide (NSPSG-01UA)

N Series Throughput Print Sample Book (610P701540)

N3225/N4025 Specification Sheet (610P65789)

Resellers can download the following from the Xerox reseller Web site @ www.tektronix.xerox.com/resellers/

N Series Product Sales Guide (NSPSG-01UA)

N3225/N4025 Data Sheet (322DS-01UA)



Color Supplies

Color
Supplies

Phaser Supplies and Accessories

Xerox printers and supplies – they're Made for Each Other®

Only Xerox supplies are rigorously tested and matched to the unique characteristics of each Xerox printer – it's the best way to optimize quality while keeping per-page costs down. Quality doesn't end with the sale of the printer, either. Xerox supplies are continually enhanced throughout the life of the printer, with ongoing refinements that assure the best print results, whatever the application. Only Xerox tests its printers, supplies and image-processing software as a total system. It's a technical synergy that guarantees excellent print quality and unequaled ease of use.

Recycling Programs

Xerox believes in responsible, environment-friendly technology to keep our world clean and green for generations to come. To date, Xerox recycling programs have kept over 1200 tons of plastic out of landfills. Plus, our innovative solid-ink technology is clean, non-toxic, and non-ozone-producing. For more information visit www.xerox.com/supplies/ (click on Recycle Program).

Free Black Ink

With Phaser® desktop* solid-ink color printers your customers can actually afford to add color to their everyday black-and-white documents at a lower cost-per-page than their monochrome laser printer provides.

It's true. This is not a promotion. Letter-size desktop Phaser solid-ink color printers include free black ink for the life of the printer. Every time your customers order Cyan, Magenta, or Yellow ColorStix® ink, Xerox throws in about 6,000 prints worth of black ink - free. It's as simple as that.

*The following Phaser solid-ink color printers offer free black ink for life:

- Phaser 850
- Phaser 840
- Phaser 360, 350, and 340

Xerox Phaser® Brand Media

Xerox Phaser brand papers, transparencies, and other specialty media are designed and tested to work in concert with our award-winning Phaser color printers - they're Made for Each Other. Only Xerox Phaser supplies match the Phaser color printer's precise imaging, electronic, and printing characteristics. It's the economical, reliable way to get world-class image quality with optimal printer performance.

- Vivid colors - glossy/premium papers make the most of inks and toners
- Better durability for long-lasting printed materials
- Reliable - rigorously tested to ensure confident, unattended printing
- Specialty media: Transparency, glossy paper, cover paper, high resolution photo paper, labels, and more (selected models).

Xerox Phaser Transparencies - for brilliant colors that stay put

Vibrant, accurate colors

Only Phaser transparencies are custom designed and tested for Phaser color printers.

Trouble-free Printing - Saves Time - Fewer Jams

Only Phaser transparencies are optimized for best feed reliability to ensure confident unattended printing.

Best Durability - Scratch Resistant Coating

Toners transfer better and solid inks adhere better for smooth-saturated colors. Durability and optimal image quality are the keys to ensure slides look good at presentation time.

Target Market

- Small-to-medium businesses who demand fast, brilliant color at a low cost-per-page

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Premium Cover Paper* provides maximum brightness and surface smoothness in a heavyweight printing stock. It's an ideal solution for report covers, signage and flyers.
- *Phaser 840/850 High-Resolution Photo Paper* has a semi-gloss finish that is matched to the gloss of the ink to produce extremely vivid color and detail.
- *Phaser Color Printing Labels* are guaranteed to feed reliably. The high opacity, premium label stock provides great color imaging for address labels, packaging, file folders and name badges.
- *Phaser 840/850 Standard Transparency Film* provides guaranteed image quality and performance for everyday color presentations
- *Phaser 840/850 Premium Transparency Film* is heavyweight and curl resistant; ideal for professional presentations and full-color saturation backgrounds

| | |
|-------------|---|
| 016-1368-00 | Premium Color Printing Paper, 24 lb., A/Letter (500 sheets) |
| 016-1823-00 | Premium Cover Paper, 60 lb., A/Letter (100 sheets) |
| 016-1808-00 | High Resolution Photo Paper, 65 lb., A/Letter (25 sheets) |
| 016-1720-00 | Standard Transparency, A/Letter (50 sheets) |
| 016-1724-00 | Premium Transparency, A/Letter (50 sheets) |
| 016-1812-00 | Color Printing Labels, A/Letter (30/sheet, label size: 1" x 2.625"; 100 sheets) |
| 016-1813-00 | Color Printing Labels, A/Letter (6/sheet, label size: 3.33" x 4"; 100 sheets) |

Consumables*

| | |
|-------------|---|
| 016-1831-00 | Black ColorStix® Ink (3 free Black) (3,550 pages) |
| 016-1825-00 | Cyan ColorStix® Ink (5 Cyan, 2 free Black) (5,900 pages) |
| 016-1826-00 | Magenta ColorStix® Ink (5 Magenta, 2 free Black) (5,900 pages) |
| 016-1827-00 | Yellow ColorStix® Ink (5 Yellow, 2 free Black) (5,900 pages) |
| 016-1828-00 | Cyan ColorStix® Ink (2 Cyan, 1 free Black) (2,360 pages) |
| 016-1829-00 | Magenta ColorStix® Ink (2 Magenta, 1 free Black) (2,360 pages) |
| 016-1830-00 | Yellow ColorStix® Ink (2 Yellow, 1 free Black) (2,360 pages) |
| 016-1834-00 | Extended Maintenance Kit (Maintenance Roller/Counter) (45,000 images) |
| 016-1822-00 | Standard Maintenance Kit (Maintenance Roller/Counter) (10,000 images) |

Accessories

| | |
|-------------|--|
| 436-0330-00 | Paper/Transparency Tray, A/Letter (250 sheet capacity) |
| 436-0336-00 | High Capacity Transparency/Label Tray, A/Letter (175 sheet capacity) |
| Z840LTA | High Capacity Paper Tray Assembly |
| 016-1845-00 | Cleaning Kit (5 texwipes) |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

*Supplies capacities based on 5% coverage on an A-size page



Solid-Ink

Target Market

- Small-to-medium businesses who demand fast, brilliant color at a low cost-per-page

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Premium Cover Paper* provides maximum brightness and surface smoothness in a heavyweight printing stock. It's an ideal solution for report covers, signage and flyers.
- *Phaser 840/850 High-Resolution Photo Paper* has a semi-gloss finish that is matched to the gloss of the ink to produce extremely vivid color and detail.
- *Phaser Color Printing Labels* are guaranteed to feed reliably. The high opacity, premium label stock provides great color imaging for address labels, packaging, file folders and name badges.
- *Phaser 840/850 Standard Transparency Film* provides guaranteed image quality and performance for everyday color presentations
- *Phaser 840/850 Premium Transparency Film* is heavyweight and curl resistant; ideal for professional presentations and full-color saturation backgrounds

| | |
|-------------|---|
| 016-1368-00 | Premium Color Printing Paper, 24 lb., A/Letter (500 sheets) |
| 016-1823-00 | Premium Cover Paper, 60 lb., A/Letter (100 sheets) |
| 016-1808-00 | High Resolution Photo Paper, 65 lb., A/Letter (25 sheets) |
| 016-1720-00 | Standard Transparency, A/Letter (50 sheets) |
| 016-1724-00 | Premium Transparency, A/Letter (50 sheets) |
| 016-1812-00 | Color Printing Labels, A/Letter (30/sheet, label size: 1" x 2.625"; 100 sheets) |
| 016-1813-00 | Color Printing Labels, A/Letter (6/sheet, label size: 3.33" x 4"; 100 sheets) |

Consumables*

| | |
|-------------|--|
| 016-1604-00 | Black ColorStix® Ink (3 free Black) (3,500 pages) |
| 016-1605-00 | Cyan ColorStix® Ink (5 Cyan, 2 free Black) (5,860 pages) |
| 016-1606-00 | Magenta ColorStix® Ink (5 Magenta, 2 free Black) (5,860 pages) |
| 016-1607-00 | Yellow ColorStix® Ink (5 Yellow, 2 free Black) (5,860 pages) |
| 016-1582-00 | Cyan ColorStix® Ink (2 Cyan, 1 free Black) (2,350 pages) |
| 016-1583-00 | Magenta ColorStix® Ink (2 Magenta, 1 free Black) (2,350 pages) |
| 016-1584-00 | Yellow ColorStix® Ink (2 Yellow, 1 free Black) (2,350 pages) |
| 016-1727-00 | Maintenance Kit (Maintenance Roller/Counter) (30,000 images) |

Accessories

| | |
|-------------|--|
| 436-0330-00 | Paper/Transparency Tray, A/Letter (250 sheet capacity) |
| 436-0336-00 | High Capacity Transparency/Label Tray, A/Letter (175 sheet capacity) |
| 436-0370-01 | Waste Ink Tray Insert |
| Z840LTA | High Capacity Paper Tray Assembly |
| 016-1595-00 | Cleaning Kit |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

*Supplies capacities based on 5% coverage on an A-size page

Solid-Ink



Target Market

- Graphic arts design services, publishing companies, and Fortune 1000 companies that print wide-format graphics in-house

Media

- *Phaser Smooth White Bond Paper* is best for everyday posters, signage, and plans
- *Phaser Photo Grade Presentation Paper* is the ideal solution for display artwork, final design proposals, and professional proofs
- *Phaser Transparent Film* is best for transparent overlays for mapping and calendar applications
- *Phaser Backlit Display Film* is perfect for custom-made signage for backlit displays
- *Phaser Repositionable Adhesive Display Vinyl* is great for banners, signs, and displays
- *Phaser Artist's Presentation Canvas* can be printed on both sides; ideal for short-run signage

| | |
|-------------|---|
| 016-1474-00 | Smooth White Bond Paper, 24" x 200' roll |
| 016-1475-00 | Smooth White Bond Paper, 36" x 200' roll |
| 016-1476-00 | Photo Grade Presentation Paper, 24" x 150' roll |
| 016-1477-00 | Photo Grade Presentation Paper, 36" x 150' roll |
| 016-1483-00 | Transparent Film, 36" x 75' roll |
| 016-1479-00 | Backlit Display Film, 36" x 50' roll |
| 016-1481-00 | Repositionable Adhesive Display Vinyl, 36" x 50' roll |
| 016-1482-00 | Artist's Presentation Canvas, 36" x 35' roll |

Consumables*

| | |
|-------------|--|
| 016-1453-00 | Black ColorStix® Ink (48 sticks) |
| 016-1454-00 | Cyan ColorStix® Ink (48 sticks) |
| 016-1455-00 | Magenta ColorStix® Ink (48 sticks) |
| 016-1456-00 | Yellow ColorStix® Ink (48 sticks) |
| 016-1566-00 | Rainbow Pack ColorStix® Ink (6 sticks each color) |
| 016-1472-00 | Fuser Kit (2 fuser wheels, 2 cutting blades, 2 fuser oilers) |

Accessories

| | |
|-------------|------------------|
| 016-1400-00 | Cleaning Kit |
| 016-1257-00 | Media Roll Spool |

*25% of each ink stick will be consumed for each 36" x 48" or A0 size page; based on 12.5% fill



Solid-Ink

Target Market

- Creative graphic design firms, advertising agencies and corporate graphics departments

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Cover Paper* is the ideal solution for business proposals, report covers, design layouts and mock-ups, newsletters, marketing collateral, and invitations and greeting cards
- *Phaser 380 Premium Transparency Film* is heavyweight and curl resistant; ideal for professional presentations and full-color saturation backgrounds

| | |
|-------------|--|
| 016-1368-00 | Premium Color Printing Paper, 24 lb., A/Letter (500 sheets) |
| 016-1139-00 | Premium Color Printing Paper, 24 lb., 11" x 17" (500 sheets) |
| 016-1254-00 | Premium Color Printing Paper, 24 lb., 13" x 18.5" (500 sheets) |
| 016-1142-00 | Cover Paper, 65 lb., A/Letter (250 sheets) |
| 016-1255-00 | Cover Paper, 65 lb., 13" x 18.5" (250 sheets) |
| 016-1554-00 | Premium Transparency, A/Letter (50 sheets) |
| 016-1567-00 | Premium Transparency, 13" x 18.5" (50 sheets) |

Consumables*

| | |
|-------------|---|
| 016-1540-00 | Black ColorStix® Ink (2 sticks) (2,000 pages) |
| 016-1541-00 | Cyan ColorStix® Ink (2 sticks) (2,000 pages) |
| 016-1542-00 | Magenta ColorStix® Ink (2 sticks) (2,000 pages) |
| 016-1543-00 | Yellow ColorStix® Ink (2 sticks) (2,000 pages) |
| 436-0303-00 | Drum Maintenance Tray (10,000 pages) |
| 436-0308-00 | Waste Ink Tray Insert |

Accessories

| | |
|-------------|---|
| 436-0323-00 | Universal Input Tray |
| 016-1520-00 | Cleaning Kit |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

*Supplies capacities based on 5% coverage on an A-size page

Solid-Ink

Phaser 360/350/340

Target Market

- General office environments that print reports, proposals, charts/graphs, and presentations

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Premium Glossy Coated Paper* is best for final design proposals, professional proofs, digital photography, and display artwork and graphics
- *Phaser Standard Transparency Film* provides guaranteed image quality and performance for everyday color presentations
- *Phaser Premium Transparency Film* is heavyweight and curl resistant; ideal for professional presentations and full-color saturation backgrounds

016-1368-00 Premium Color Printing Paper, 24 lb., A/Letter (500 sheets)

016-1730-00 Glossy Coated Paper, 100 lb., A/Letter (100 sheets)

016-1359-00 Standard Transparency, A/Letter (50 sheets)

016-1361-00 Premium Transparency, A/Letter (50 sheets)

Consumables*

016-1307-01 Black ColorStix® Ink (2 free Black) (2,200 pages)

016-1756-00 Cyan ColorStix® Ink (2 Cyan, 1 free Black) (2,000 pages)

016-1757-00 Magenta ColorStix® Ink (2 Magenta, 1 free Black) (2,000 pages)

016-1758-00 Yellow ColorStix® Ink (2 Yellow, 1 free Black) (2,000 pages)

016-1759-00 Cyan ColorStix® Ink (5 Cyan, 2 free Black) (5,000 pages)

016-1760-00 Magenta ColorStix® Ink (5 Magenta, 2 free Black) (5,000 pages)

016-1761-00 Yellow ColorStix® Ink (5 Yellow, 2 free Black) (5,000 pages)

436-0294-03 Drum Maintenance Tray (12,500 pages)

436-0299-00 Waste Ink Tray Insert (5 inserts)

Accessories

436-0293-02 Paper Tray, A/Letter (250 sheet capacity)

436-0301-01 Transparency Tray, A/Letter (100 sheet capacity)

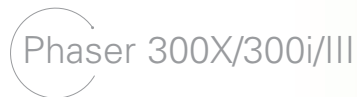
Z340LTA Lower Tray Assembly (500 sheet capacity)

016-1341-00 Cleaning Kit

016-1194-00 Transparency Pockets, A/Letter (50 pockets)

016-1130-00 Transparency Sleeves, A/Letter (50 sleeves)

*Supplies capacities based on 5% coverage on an A-size page



Solid-Ink

Target Market

- Graphic arts design services and publishing companies, and Fortune 1000 companies that perform graphic arts functions in-house

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Premium Cover Paper* is the ideal solution for business proposals, report covers, design layouts and mock-ups, newsletters, marketing collateral, and invitations and greeting cards
- *Phaser Transparency Film* provides guaranteed image quality and performance for everyday color presentations

| | |
|-------------|--|
| 016-1137-00 | Premium Color Printing Paper, 24 lb., A/Letter (500 sheets) |
| 016-1139-00 | Premium Color Printing Paper, 24 lb., 11" x 17" (500 sheets) |
| 016-1149-01 | Premium Color Printing Paper, 24 lb., 12" x 18" (500 sheets) |
| 016-1142-00 | Cover Paper, 65 lb., A/Letter (250 sheets) |
| 016-1141-00 | Cover Paper, 65 lb., 12" x 18" (250 sheets) |
| 016-1103-00 | Transparency, A/Letter (100 sheets) |
| 016-1219-00 | Design Transparency, 11" x 17" (50 sheets) |

Consumables

| | |
|-------------|---|
| 016-1123-00 | Black ColorStix® Ink, includes fuser wiper (8 sticks) |
| 016-1124-00 | Cyan ColorStix® Ink (8 sticks) |
| 016-1125-00 | Magenta ColorStix® Ink (8 sticks) |
| 016-1126-00 | Yellow ColorStix® Ink (8 sticks) |

Accessories

| | |
|-------------|---|
| 436-0224-01 | Paper Tray, A/A4 Size |
| 436-0222-02 | Universal Paper Tray |
| 016-1144-01 | Cleaning Kit |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

Color Laser

Phaser 780

Target Market

- Small-to-medium graphic arts companies and corporate design and marketing departments that require consistent, predictable, and reproducible tabloid-size color output

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Premium Cover Paper* provides maximum brightness and surface smoothness in a heavyweight printing stock. It's an ideal solution for report covers, signage and flyers.
- *Phaser Glossy Coated Paper* produces stunning, presentation quality prints. Ideal for professional proofs, design proposals and marketing collateral.
- *Phaser Transparency Film* provides guaranteed image quality and performance for color presentations.
- *Phaser Image Transfer Paper* allows users to easily create fabric transfers for great looking T-shirts.

| | |
|-------------|--|
| 016-1368-00 | Premium Color Printing Paper, 24 lb., A/Letter (500 sheets) |
| 016-1699-00 | Premium Color Printing Paper, 24 lb., 11" x 17" (500 sheets) |
| 016-1149-01 | Premium Color Printing Paper, 24 lb., 12" x 18" (500 sheets) |
| 016-1709-00 | Premium Color Printing Paper, 24 lb., 13" x 19" (500 sheets) |
| 016-1788-00 | Premium Coated Cover Paper, 80lb., 12" x 18" (250 sheets) |
| 016-1704-00 | Glossy Coated Paper, 100 lb., A/Letter (100 sheets) |
| 016-1718-00 | Glossy Coated Paper, 100 lb., 11" x 17" (50 sheets) |
| 016-1697-00 | Glossy Coated Paper, 100 lb., 13" x 19" (50 sheets) |
| 016-1701-00 | Transparency, A/Letter (50 sheets) |
| 016-1706-00 | Transparency, 12" x 18" (50 sheets) |
| 016-1703-00 | Image Transfer Paper, 11" x 17" (100 sheets) |

Consumables*

| | |
|-------------|---|
| 016-1678-00 | Black Toner Cartridge (4,500 pages) |
| 016-1679-00 | Cyan Toner Cartridge (5,900 pages) |
| 016-1680-00 | Magenta Toner Cartridge (5,900 pages) |
| 016-1681-00 | Yellow Toner Cartridge (5,900 pages) |
| 016-1866-01 | Fuser Roll (20,000 pages) |
| 016-1864-00 | Color Imaging Unit (50,000 images) |
| 016-1865-00 | Imaging Unit Waste Cartridge (20,000 pages) |

Accessories

| | |
|-------------|---|
| 436-0366-00 | Paper Tray, B5 to Tabloid Extra Size (250 sheet capacity) |
| 436-0368-00 | Transparency Tray, A/Letter (100 sheet capacity) |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

*Supplies capacities based on 5% coverage on an A-size page



Color Laser

Target Market

- Small-to-medium businesses and workgroups in medium-to-large companies

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Premium Cover Paper* provides maximum brightness and surface smoothness in a heavyweight printing stock. It's an ideal solution for report covers, signage and flyers.
- *Phaser Glossy Coated Paper* produces stunning, presentation quality prints. Ideal for professional proofs, design proposals and marketing collateral.
- *Phaser Transparency Film* provides guaranteed image quality and performance for color presentations.
- *Phaser Color Laser Labels* (available in two sizes) are best for customer address labels, packaging, name badges, file folders, and barcode labels.

| | |
|-------------|---|
| 016-1368-00 | Premium Color Printing Paper, 24 lb., A/Letter (500 sheets) |
| 016-1823-00 | Premium Cover Paper, 60 lb., A/Letter (100 sheets) |
| 016-1704-00 | Glossy Coated Paper, 100lb., A/Letter (100 sheets) |
| 016-1431-00 | Standard Transparency, A/Letter (50 sheets) |
| 016-1427-00 | Premium Transparency, A/Letter (50 sheets) |
| 016-1695-00 | Color Printing Labels, A/Letter (30/sheet, 100 sheets) |
| 016-1696-00 | Color Printing Labels, A/Letter (6/sheet, 100 sheets) |

Consumables*

| | |
|-------------|---|
| 016-1804-00 | Standard Capacity Cyan Toner Cartridge (4,000 pages) |
| 016-1805-00 | Standard Capacity Magenta Toner Cartridge (4,000 pages) |
| 016-1806-00 | Standard Capacity Yellow Toner Cartridge (4,000 pages) |
| 016-1807-00 | Standard Capacity Black Toner Cartridge (5,000 pages) |
| 016-1800-00 | High Capacity Cyan Toner Cartridge (10,000 pages) |
| 016-1801-00 | High Capacity Magenta Toner Cartridge (10,000 pages) |
| 016-1802-00 | High Capacity Yellow Toner Cartridge (10,000 pages) |
| 016-1803-00 | High Capacity Black Toner Cartridge (12,000 pages) |
| 016-1839-00 | Fuser 110V (60,000 pages) |
| 016-1843-00 | Fuser Roll (15,000 pages) |
| 016-1841-00 | Color Imaging Unit (60,000 images) |
| 016-1842-00 | Transfer Kit (80,000 pages) |
| 016-1665-00 | Main Charge Grid (30,000 images) |

Accessories

| | |
|-------------|--|
| 436-0282-02 | Paper Tray, A/Letter (250 sheet capacity) |
| 436-0314-02 | Paper Tray, Legal (250 sheet capacity) |
| 436-0284-02 | Transparency Tray, A/Letter (100 sheet capacity) |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

*Supplies capacities based on 5% coverage on an A-size page

Color Laser

Phaser 740/740L

Target Market

- Small-to-medium businesses and workgroups in medium-to-large companies

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Premium Cover Paper* provides maximum brightness and surface smoothness in a heavyweight printing stock. It's an ideal solution for report covers, signage and flyers.
- *Phaser Glossy Coated Paper* produces stunning, presentation quality prints. Ideal for professional proofs, design proposals and marketing collateral.
- *Phaser Transparency Film* provides guaranteed image quality and performance for color presentations.
- *Phaser Color Laser Labels* are guaranteed to feed reliably. The high opacity, premium label stock provides great color imaging for address labels, packaging, file folders and name badges.
- *Phaser Image Transfer Paper* allows users to easily create fabric transfers for great looking T-shirts and mugs.

| | |
|-------------|---|
| 016-1368-00 | Premium Color Printing Paper, 24 lb., A/Letter (500 sheets) |
| 016-1823-00 | Premium Cover Paper, 60 lb., A/Letter (100 sheets) |
| 016-1704-00 | Glossy Coated Paper, 100 lb., A/Letter (100 sheets) |
| 016-1654-00 | Transparency, A/Letter (50 sheets) |
| 016-1695-00 | Color Printing Labels, A/Letter (30/sheet, 100 sheets) |
| 016-1696-00 | Color Printing Labels, A/Letter (6/sheet, 100 sheets) |
| 016-1637-00 | Image Transfer Paper, A/Letter (100 sheets) |

Consumables*

| | |
|-------------|---|
| 016-1684-00 | Standard Capacity Black Toner Cartridge (6,000 pages) |
| 016-1685-00 | Standard Capacity Cyan Toner Cartridge (5,000 pages) |
| 016-1686-00 | Standard Capacity Magenta Toner Cartridge (5,000 pages) |
| 016-1687-00 | Standard Capacity Yellow Toner Cartridge (5,000 pages) |
| 016-1656-00 | High Capacity Black Toner Cartridge (12,000 pages) |
| 016-1657-00 | High Capacity Cyan Toner Cartridge (10,000 pages) |
| 016-1658-00 | High Capacity Magenta Toner Cartridge (10,000 pages) |
| 016-1659-00 | High Capacity Yellow Toner Cartridge (10,000 pages) |
| 016-1660-01 | Fuser 110V (60,000 pages) |
| 016-1663-00 | Fuser Roll (15,000 pages) |
| 016-1662-00 | Color Imaging Kit (60,000 images) |
| 016-1664-00 | Transfer Kit (80,000 pages) |
| 016-1665-00 | Main Charge Grid (30,000 images) |

Accessories

| | |
|-------------|--|
| 436-0282-02 | Paper Tray, A/Letter (250 sheet capacity) |
| 436-0314-02 | Paper Tray, Legal (250 sheet capacity) |
| 436-0284-02 | Transparency Tray, A/Letter (100 sheet capacity) |
| Z740LCS | Color Kit, Z740L only (includes service) |
| 016-1710-00 | Cleaning Kit |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

*Supplies capacities based on 5% coverage on an A-size page

Made for Each Other®

104



Color Laser

Target Market

- Small-to-medium businesses and workgroups in medium-to-large companies who require high quality laser color for business graphics, graphic arts or science and engineering applications

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Glossy Coated Paper* produces stunning, presentation quality prints. Ideal for professional proofs, design proposals and marketing collateral.
- *Phaser Transparency Film* provides guaranteed image quality and performance for color presentations.
- *Phaser Image Transfer Paper* allows users to easily create fabric transfers for great looking T-shirts.

| | |
|-------------|---|
| 016-1368-00 | Premium Color Printing Paper, 24 lb., A/Letter (500 sheets) |
| 016-1557-00 | Glossy Coated Paper, 100 lb., A/Letter (100 sheets) |
| 016-1637-00 | Image Transfer Paper, A/Letter (100 sheets) |
| 016-1531-00 | Transparency, A/Letter (50 sheets) |

Consumables*

| | |
|-------------|--|
| 016-1536-00 | Black Toner Cartridge (12,000 pages) |
| 016-1537-00 | Cyan Toner Cartridge (10,000 pages) |
| 016-1538-00 | Magenta Toner Cartridge (10,000 pages) |
| 016-1539-00 | Yellow Toner Cartridge (10,000 pages) |
| 016-1534-00 | Fuser (30,000 pages) |
| 016-1556-00 | Fuser Oil Roller (15,000 pages) |
| 016-1523-00 | Color Imaging Kit (60,000 images) |
| 016-1533-00 | Transfer Kit (60,000 pages) |

Accessories

| | |
|-------------|--|
| 436-0282-02 | Paper Tray, A/Letter (250 sheet capacity) |
| 436-0314-02 | Paper Tray, Legal (250 sheet capacity) |
| 436-0284-02 | Transparency Tray, A/Letter (100 sheet capacity) |
| 4676FTA | Lower Tray Assembly (with paper and transparency tray) |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

*Supplies capacities based on 5% coverage on an A-size page

Color Laser

Phaser 550

Target Market

- Small-to-medium businesses and workgroups in medium-to-large companies who require high quality laser color for business graphics, graphic arts or science and engineering applications

Media

- *Phaser Premium Color Printing Paper* is a premium quality office paper for brilliant color output. Great for color reports, presentations and training materials.
- *Phaser Transparency Film* provides guaranteed image quality and performance for color presentations.

016-1368-00 Premium Color Printing Paper, 24 lb., A/Letter (500 sheets)

016-1531-00 Transparency, A/Letter

Consumables*

016-1417-00 Black Toner Cartridge (10,000 pages)

016-1418-00 Cyan Toner Cartridge (8,000 pages)

016-1419-00 Magenta Toner Cartridge (8,000 pages)

016-1420-00 Yellow Toner Cartridge (8,000 pages)

016-1323-00 Fuser (30,000 pages)

016-1457-00 Color Imaging Kit (40,000 images)

016-1318-00 Transfer Kit (30,000 pages)

Accessories

436-0282-02 Paper Tray, A/Letter (250 sheet capacity)

436-0314-02 Paper Tray, Legal (250 sheet capacity)

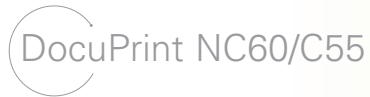
436-0284-02 Transparency Tray, A/Letter (100 sheet capacity)

4676FTA Lower Tray Assembly

016-1194-00 Transparency Pockets, A/Letter (50 pockets)

016-1130-00 Transparency Sleeves, A/Letter (50 sleeves)

*Supplies capacities based on 5% coverage on an A-size page



Color Laser

Target Market

- Small-to-medium businesses such as consultants, real-estate agents, financial services offices, and lawyers

Key Selling Points

- Superior color prints
- Innovative WorkSet Technology
- Work-saving convenience features

Consumables*

| | |
|--------|--|
| 6R856 | Black Toner Cartridge (5,000 pages) |
| 6R857 | Cyan Toner Cartridge (4,000 pages) |
| 6R858 | Magenta Toner Cartridge (4,000 pages) |
| 6R859 | Yellow Toner Cartridge (4,000 pages) |
| 5R621 | Black Developer (50,000 pages) |
| 5R620 | Color Developer (30,000 pages) |
| 13R556 | Print Drum (50,000 one color images, 12,500 four color images) |
| 8R7642 | Fuser 110V (60,000 pages) |
| 8R7724 | Fuser Oil Kit (7,000 pages) |
| 8R7748 | Toner Collector (7,000 images) |
| 3R6256 | Standard Transparencies Letter (100 sheets) |

*Supplies capacities based on 5% coverage on an A-size page

Dye-sublimation

Phaser 480/480X

Target Market

- Creative/Graphic arts, engineering, and scientific applications

Key Selling Points

- Better print quality compared to desktop color printers using non-continuous-tone printing technologies
- Cost savings compared to traditional wet-chemical photographic processing

Media

| | |
|-------------|--|
| 016-1246-00 | Dye Sublimation Paper, A/Letter (100 sheets) |
| 016-1248-00 | Dye Sublimation Paper, 11" x 17" (100 sheets) |
| 016-1250-00 | Dye Sublimation Paper 12.6" x 18.3" (100 sheets) |
| 016-1179-00 | Transparency, A/Letter (50 sheets) |

Consumables

| | |
|-------------|---|
| 016-1241-00 | Black Universal Transfer Roll (650 images) |
| 016-1243-00 | Four-Color Transfer Roll, A/Letter/Legal (210 images) |
| 016-1245-00 | Four-Color Universal Transfer Roll (160 images) |
| 016-1244-00 | Three-Color Universal Transfer Roll (215 images) |

Accessories

| | |
|-------------|---|
| 436-0272-00 | Paper Tray, A/A4 Size |
| 436-0271-00 | Paper Tray, Tabloid/A3 Size |
| 016-1257-00 | Media Roll Holder |
| 016-1277-00 | Transfer Roll Holder |
| 016-1287-01 | Cleaning Kit |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |



Dye-Sublimation

Target Market

- Creative/Graphic arts and business presentations

Key Selling Points

- Exceptional image quality and durability
- Superior color accuracy

Media

| | |
|-------------|---|
| 016-1510-00 | Dye Sublimation Paper, A/Letter (200 sheets) |
| 016-1509-00 | Dye Sublimation Paper, Letter Extra Size (200 sheets) |
| 016-1507-00 | Transparency, A/Letter (50 sheets) |
| 016-1505-00 | ColorSeal™ Paper, Letter Extra Size (200 sheets) |
| 016-1506-00 | ColorSeal™ Adhesive-backed Paper, Letter Extra Size (50 sheets) |

Consumables

| | |
|-------------|---|
| 016-1504-00 | Black Transfer Roll (200 images) |
| 016-1501-00 | Four-Color Transfer Roll (100 images) |
| 016-1502-00 | Three-Color Transfer Roll (100 images) |
| 016-1503-00 | ColorSeal™ Three-Color Transfer Roll (100 images) |

Accessories

| | |
|-------------|---|
| 436-0278-00 | Universal Tray A/A4 size |
| 436-0279-00 | Lower Media Tray, A/Letter |
| 436-0286-00 | Transfer Roll Tray |
| 4685FTA | Lower Tray Assembly |
| 016-1332-00 | Cleaning Kit |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

Dye-sublimation

Phaser 440

Target Market

- Creative/Graphic arts and business presentations

Key Selling Points

- Exceptional image quality and durability
- Superior color accuracy

Media

| | |
|-------------|---|
| 016-1299-00 | Dye Sublimation Paper, A/Letter (200 sheets) |
| 016-1298-00 | Dye Sublimation Paper, Letter Extra Size (200 sheets) |
| 016-1296-00 | Transparency, A/Letter (50 sheets) |

Consumables

| | |
|-------------|--|
| 016-1301-00 | Black Transfer Roll (200 images) |
| 016-1302-00 | Four-Color Transfer Roll (100 images) |
| 016-1303-00 | Three-Color Transfer Roll (100 images) |

Accessories

| | |
|-------------|---|
| 436-0278-00 | Universal Tray A/A4 Size |
| 436-0279-00 | Lower Media Tray, A/Letter |
| 436-0286-00 | Transfer Roll Tray |
| 016-1332-00 | Cleaning Kit |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |

Phaser 200 Series

Thermal Wax

Target Market

- Business work groups who create presentations, proposals, newsletters, and training materials

Key Selling Points

- Easy to use
- Superior color quality

Media

| | |
|-------------|---|
| 016-1183-00 | Tabbed Thermal Wax Transfer Paper, A/Letter (1000 sheets) |
| 016-1223-00 | Perforated Laser Paper, A/Letter (500 sheets) |
| 016-1185-01 | Tabbed Thermal Transparency, A/Letter (50 sheets) |

Consumables

| | |
|-------------|--|
| 016-1262-00 | Three-Color Thermal Wax Transfer Roll (342 images) |
| 016-1222-01 | Three-Color ColorCoat Thermal Wax Transfer Roll (214 images) |

Accessories

| | |
|-------------|---|
| 436-0261-00 | Paper Tray, A/Letter |
| 436-0255-00 | Paper Tray for Perforated Media, Legal |
| 016-1233-00 | Cleaning kit |
| 016-1194-00 | Transparency Pockets, A/Letter (50 pockets) |
| 016-1130-00 | Transparency Sleeves, A/Letter (50 sleeves) |



Black & White Supplies

Black & White
Supplies



Xerox Black-and-White Printer Supplies

It's like getting a new machine with every cartridge

Your customers will get unmatched productivity and print quality as they protect their equipment investment when they use genuine, cost-effective Xerox toner cartridges and related supplies in their Xerox network printers. Xerox cartridges are easy to install and most can be returned to Xerox for recycling.

Recycling Programs

Xerox believes in responsible, environment-friendly technology to keep our world clean and green for generations to come. To date, Xerox recycling programs have kept over 1200 tons of plastic out of landfills. For more information visit www.xerox.com/supplies/ (click on Recycle Program).

Counterfeiting of Supplies

Counterfeit supplies may cause inferior print quality, lower yields, high failure rates, and potential damage to your customers' printers. The old adage is true, "If it seems too good to be true, it probably is". Your customers should look out for prices way below market standards, handwritten offers, payment required in cash, or "buy today" - these all are reasons for them to be suspicious. But even these indications won't be enough to safeguard against the purchase of counterfeit products. Some well known sources have been found offering counterfeit products in packaging so good it's even difficult for Xerox to identify.

So, make your customers aware of these inferior counterfeit supplies, and, in turn, keep them coming back to you.



DocuPrint N24/N32/N3225/N40/N4025

Target Market

- Large workgroups that want top-of-the-line speed, performance and production-level paper handling options and finishing

Key Selling Points

- Long-life 23K cartridge minimizes user interventions with printer to replace toner
- Genuine Xerox supplies maximize output quality and printer uptime
- Free cartridge recycling program limits waste in landfills

| | |
|-----------|---|
| 113R00173 | Print Cartridge (23,000 pages) |
| 109R00486 | Maintenance Kit (300,000 pages) *Replaces 109R348,109R00046 |
| 108R00158 | Staple Kit (3 packs with 5,000 each) |

DocuPrint N2025/N2825

Target Market

- Any size workgroup or specialty, single-application environment that requires a fast and flexible printer to support 11 x 17 paper, labels (including oversize labels), and heavy cardstock

Key Selling Points

- 17K cartridge minimizes user interventions with printer to replace toner
- Genuine Xerox supplies maximize output quality and printer uptime
- Free cartridge recycling program limits waste in landfills

| | |
|-----------|---------------------------------|
| 113R00443 | Print Cartridge (17,000 pages) |
| 109R00481 | Maintenance Kit (200,000 pages) |

*Supplies capacities based on 5% coverage on an A-size page



DocuPrint N2125

Target Market

- Corporate/large business users and small/medium enterprises for reliable day-to-day printing

Key Selling Points

- 15K cartridge delivers lower cost/page and minimizes printer interventions
- 10K cartridge lowers the transaction cost for budget conscious customers
- Genuine Xerox supplies maximize output quality and printer uptime
- Free cartridge recycling program limits waste in landfills

| | |
|-----------|--|
| 113R00445 | Standard Print Cartridge (10,000 pages) |
| 113R00446 | High Capacity Print Cartridge (15,000 pages) |
| 108R00328 | Maintenance Kit (200,000 pages) |

DocuPrint N17/4517

Target Markets

- Customers with Xerox DocuPrint 4517 and N17 printers
- Supplies can also be used in IBM NP17 printers

Key Selling Points

- Genuine Xerox supplies maximize output quality and printer uptime
- Free cartridge recycling program limits waste in landfills

| | |
|-----------|---|
| 113R00095 | Print Cartridge (10,000 pages) Compatible with IBM NP17 |
| 108R00092 | Fuser 110V (200,000 pages) Compatible with IBM NP17 |

*Supplies capacities based on 5% coverage on an A-size page



DocuPrint 4512/4512N

Target Market

- Customers with Xerox DocuPrint 4512 printers

Key Selling Points

- Long-life supplies minimizes user interventions with printer to replace toner
- Standard duplex features enables two-sided printing to save on paper costs
- Genuine Xerox supplies maximize output quality and printer uptime
- Free cartridge recycling program limits waste in landfills

106R00088

Print Cartridge (15,000 pages)

101R00090

Drum (30,000 images)

DocuPrint 4508

Target Market

- Customers with Xerox DocuPrint 4508 printers

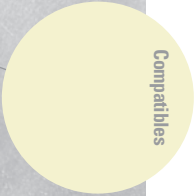
Key Selling Points

- Long-life personal laser supplies leads to infrequent toner replacement
- Genuine Xerox supplies maximize output quality and printer uptime
- Free cartridge recycling program limits waste in landfills

113R00265

Print Cartridge (5,000 pages)

*Supplies capacities based on 5% coverage on an A-size page



Xerox Compatible Cartridges

Unmatched quality, lower cost

Xerox pioneered laser technology and literally invented toner. We leverage this expertise to offer our extensive line of high quality and low cost compatible cartridges for today's most popular HP and Canon laser printers and fax machines.

For extraordinary performance and value, there's simply no better choice than Xerox.

Our cartridges deliver...

- Customer savings between 15-20% versus HP
 - Customer savings between 10-15% versus Canon (FX1 and FX2 cartridges)
 - Better reseller margins than OEM products
 - Equal or better print quality than OEM products
 - Up to 13% better page yields than OEM products
 - 100% risk-free guarantee
-



Compatible Cartridges

| Machine Type: | Xerox Part Number: | Capacity*: | Equivalent OEM Part Number: | For Use In: |
|-------------------------|--------------------|----------------|--------------------------------------|---|
| PX | 6R899 | (3,600 pages) | HP92274 R74-2003-150 M2045GA | HP LaserJet 4L, 4ML, 4LC, 4P, 4MP, 4PJ Canon LBP 430, 430W Apple Personal LaserWriter 300, 320 |
| LX | 6R900 | (3,750 pages) | HP92275A R64-1002-150 M0089LLA | HP LaserJet IP, IIP, IIP+, IIIP Canon LBIV, LX Apple Personal LaserWriter NT/LS, SC, LS |
| NX | 6R901 | (10,250 pages) | HP92291A R64-2002-200 | HP LaserJet IIIsi, 4si, 4siMX Canon LBP NX |
| SX | 6R902 | (4,500 pages) | HP92295A R64-0002-850 M6002 | HP LaserJet II, IID, III, IIID Canon LBP8II, 8III Apple LaserWriter II, Plus II |
| EX | 6R903 | (7,300 pages) | HP92298A R74-1003-150 M2473G/A | HP LaserJet 4, 4+, 4M, 4M+, 5, 5M, 5N Canon LBP EX Apple LaserWriter 16/1600, Pro 600, 630 |
| EX Extended Yield | 6R904 | (9,800 pages) | HP92298X R74-1003-150 M2473G/A | HP LaserJet 4, 4+, 4M, 4M+, 5, 5M, 5N Canon LBP EX Apple LaserWriter 16/1600, Pro 600, 630 |
| VX | 6R905 | (4,000 pages) | HPC3903A | HP LaserJet 5P, 5MP, 6P, 6MP |
| WX | 6R906 | (16,500 pages) | HPC3909A | HP LaserJet 5si, 5siMX/NX, 5si Mopier LaserJet 8000 |
| BXII | 6R907 | (8,600 pages) | HPC3900A R74-4001-150 | HP LaserJet 4V, 4MV Canon LBP BX |
| 52X | 6R926 | (10,000 pages) | HPC4127X | HP LaserJet 4000, 4000N, 4000T, 4000TN 4050, 4050N, 4050T, 4050TN, 4050se Canon LPB 52X |
| FX1 | 6R930 | (3,000 pages) | Canon FX1 H11-6221-220 | Canon L3300, L700, L720, L760 L770 L775, L777, L780, L785, L790, Fax 9550 Pitney Bowes 9500, 9520, 9550 |
| FX2 | 6R931 | (2,500 pages) | Canon FX2 H111-6321-900 | Canon L5000, L5500, L7000 L7100, L7500, L7700 |

*Supplies capacities based on 5% coverage on an A-size page



Total Satisfaction ServicesSM



An Easy Sell — Xerox Service Agreements

What are they?

Xerox Service Agreements are a key part of our exemplary service program, which in a recent customer satisfaction survey rated good to excellent overall by 97% of customers surveyed!

Think of a Xerox Service Agreement as a promise...a promise that Xerox or an Authorized Service Provider (ASP) will provide Xerox customers with toll-free* telephone support and on-site repair, if necessary (including all parts, labor, and travel) — all in a timely,** professional manner.

* Toll-free support may not be available through some ASPs.

** Next Business Day Response time is standard for most U.S. customers. Response times are determined by the distance of the customer's location from the nearest authorized Xerox service location (0-75 miles = Next Business Day; 76-150 miles = Second Business Day; 151+ miles = Third Business Day).

Easy resale options

The best Service Agreement for the customer—and you—is the Extended On-Site Service Agreement. Ideally, it is purchased at the time of the printer sale; it must be purchased within the first 90 days of printer ownership. The Extended On-Site Service Agreement is available in one-, two-, or three-year extensions.

After the first 90 days of printer ownership (or at any time during the life of the printer), customers have the option to buy an Annual On-Site Service Agreement. This Agreement offers essentially the same benefits as the Extended On-Site Service Agreement but at a premium price because of its delayed purchase.

Identifying prospects

Customers who benefit from Service Agreements are those who:

- Use their printer in mission-critical environments
- Do not have backup equipment available
- Need to accurately budget for repair expenses
- Want to minimize the impact of downtime on operations
- Need to reduce waiting times for service response
- Want to maximize productivity
- Require access to factory-trained experts
- Want the security and comfort of long-term protection

Promoting coverage

A Xerox Service Agreement:

- Protects the customer's hardware investment
- Is the least expensive service choice over the life of the printer
- Guarantees a priority on-site response time (ahead of "time and materials" customers)
- Maximizes productivity, thanks to a faster restore time
- Ensures unlimited, hassle-free, toll-free telephone Technical Support
- Offers easy administration with a planned, one-time payment
- Brings security—the peace of mind of not having any unexpected repair costs
- Preserves the ability to exercise the Total Satisfaction Guarantee



Total Satisfaction ServicesSM

Giving Customers the Right Advice

Buy your Agreement now — don't wait until the warranty ends!

- Advance purchase saves money—5% to 30% depending on the model type
- "New printer" Agreement pricing is available for a limited time only
- Forgetting to purchase a Service Agreement before existing coverage expires results in vulnerability (the potential for an expensive and inconvenient "time and material" repair)

Why multi-year Agreements are best

- SAVINGS—up to 30% annualized!
- Protects against future price increases
- Eliminates the administrative hassle of renewing
- Provides long-term insurance against the unexpected

Later may be too late

- If a printer is no longer under the original product warranty and is not covered by a Xerox Service Agreement, it must be in good working order to qualify for coverage
- Waiting for a failure before getting protection doesn't work

Why Service Agreements are Worth Your Time!

More revenue/profit

- Multiplies your sales effort (with virtually no additional selling effort)
- Boosts your average gross margins
- Brings in ongoing revenue through renewals
- Doesn't require up-front investment or inventory costs

Stronger account management

- Helps create lasting customer relationships
- Enhances your credibility as a total solutions consultant
- Generates repeat sales of supplies

Extremely satisfied customers

- Produces repeat and referral printer sales for you
- Transforms customer crises into solvable situations
- Ensures security in terms of printer care

Other Service Offerings

On-Site Installation

- Service provided by a factory-trained Xerox technician
- Available for purchase through you

Express Exchange

- Overnight product replacement for the Phaser 140 only
- Available exclusively from Xerox

For more information

For a complete, up-to-date listing of services products and prices, visit Xerox' Reseller Web site at

www.tektronix.xerox.com/resellers/ and select "Price Lists."

Service Products: Current

PART # DETAILS

PHASER 750

| | |
|---------|---|
| Z750S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| Z750S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| Z750S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| Z750BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
| 46S0 | Installation (product training and driver installation for a maximum of 2 computers) |

PHASER 780

| | |
|---------|---|
| Z780S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| Z780S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| Z780S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| Z780BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
| Z780S0 | Installation (product training and driver installation for a maximum of 2 computers), Phaser 780 only. |

PHASER 850

| | |
|---------|---|
| Z850S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| Z850S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| Z850S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| Z850BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
| 46S0 | Installation (product training and driver installation for a maximum of 2 computers) |

| PART # | DETAILS |
|--------|---------|
|--------|---------|

DOCUPRINT N2025

| | |
|---------|---|
| 2025S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 2025S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 2025S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 2025BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

DOCUPRINT N2125

| | |
|---------|---|
| 2125S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 2125S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 2125S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 2125BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

DOCUPRINT N2825

| | |
|---------|---|
| 2825S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 2825S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 2825S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 2825BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

DOCUPRINT N3225

| | |
|---------|---|
| 3225S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 3225S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 3225S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 3225BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

| PART # | DETAILS |
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| DOCUPRINT N4025 | |
|-----------------|--|

| | |
|---------|---|
| 4025S2 | 1-year Extended On-Site Service (total of 2 years on-site); available during first 90 days of product ownership |
| 4025S3 | 2-year Extended On-Site Service (total of 3 years on-site); available during first 90 days of product ownership |
| 4025S4 | 3-year Extended On-Site Service (total of 4 years on-site); available during first 90 days of product ownership |
| 4025BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |

Other Products

PART # DETAILS

INSTALLATION

46S0 Installation (product training and driver installation for a maximum of 2 computers) valid for all supported Phaser printers except Phaser 140, Phaser 380, Phaser 600 and Phaser 780.

PHASER COPYSTATION

ZCSBAC 1-year Service; Annual On-Site Service, available after first 90 days of product ownership

PHASER II (DX)

46BBAC 1-year Service; Annual On-Site Service, available after first 90 days of product ownership

PHASER II (SX)

46CBAC 1-year Service; Annual On-Site Service, available after first 90 days of product ownership

PHASER II SD/SDX, PHASER III PXL, PHASER 300I

46ABAC 1-year Service; Annual On-Site Service, available after first 90 days of product ownership

PHASER 240

Z240BAC 1-year Service; Annual On-Site Service, available after first 90 days of product ownership

PHASER 300X

300XBAC 1-year Service; Annual On-Site Service, available after first 90 days of product ownership

PHASER 340

Z340BAC 1-year Service; Annual On-Site Service, available after first 90 days of product ownership

PHASER 350

Z350BAC 1-year Service; Annual On-Site Service, available after first 90 days of product ownership

PHASER 360

Z360BAC 1-year Service; Annual On-Site Service, available after first 90 days of product ownership

| PART # | DETAILS |
|--------|---------|
|--------|---------|

PHASER 380

| | |
|---------|--|
| Z380BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

| | |
|--------|--|
| Z380S0 | Installation (product training and driver installation for a maximum of 2 computers), Phaser 380 only. |
|--------|--|

PHASER 440/450

| | |
|--------|--|
| 46BBAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|--------|--|

PHASER 480, PHASER 480X

| | |
|--------|--|
| 46YBAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|--------|--|

PHASER 540

| | |
|---------|--|
| 540BACS | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

PHASER 550

| | |
|---------|--|
| Z550BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

PHASER 560

| | |
|---------|--|
| Z560BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

PHASER 600

| | |
|---------|--|
| Z600BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

PHASER 740/740L

| | |
|---------|--|
| Z740BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

PHASER 840

| | |
|---------|--|
| Z840BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

DOCUPRINT 4505

| | |
|---------|--|
| 4505BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

DOCUPRINT 4508

| | |
|---------|--|
| 4508BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

DOCUPRINT 4510

| | |
|---------|--|
| 4510BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
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| PART # | DETAILS |
|--------|---------|
|--------|---------|

DOCUPRINT 4512

| | |
|---------|--|
| 4512BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

DOCUPRINT 4517

| | |
|---------|--|
| 4517BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

DOCUPRINT 4520

| | |
|---------|--|
| 4520BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

DOCUPRINT N17

| | |
|--------|--|
| N17BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|--------|--|

DOCUPRINT N24

| | |
|--------|--|
| N24BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|--------|--|

DOCUPRINT N32

| | |
|--------|--|
| N32BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|--------|--|

DOCUPRINT N40

| | |
|--------|--|
| N40BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|--------|--|

XPRINT 4900

| | |
|---------|--|
| 4900BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

XPRINT 4915

| | |
|---------|--|
| 4915BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

XPRINT 4920

| | |
|---------|--|
| 4920BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

XPRINT 4925

| | |
|---------|--|
| 4925BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

DOCUPRINT C55

| | |
|--------|--|
| C55BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|--------|--|

DOCUPRINT NC60

| | |
|---------|--|
| NC60BAC | 1-year Service; Annual On-Site Service, available after first 90 days of product ownership |
|---------|--|

128.5

General Information

General
Information

Reseller Support

Info

Reseller Support Information

Reseller information: sales and technical support, ordering and service

- www.tektronix.xerox.com/resellers
- 1.800.835.6100 (US Resellers)
- 1.800.646.9202 (Canadian Resellers)

Reseller Programs and Benefits

Xerox Channel Alliance

The Xerox Channel Alliance is our reseller umbrella program designed specifically to add value to the channel with best-in-class printers, supplies and service offerings, rebates and promotions.

The Channel Alliance encompasses the following specific reseller programs:

- Peak Program for Value Added Resellers who target small-medium business segment
- Direct Response Program for Direct Response Resellers
- Corporate Program for Corporate National Resellers
- Federal GSA Program for Xerox GSA Partners
- Public Sector Program for Value Added Resellers that target the government and/or education segments

The Xerox Channel Alliance embraces our resellers exclusively as valued Channel Partners and is intended to directly increase your sales of award-winning Xerox monochrome and color printers, supplies and service.

Xerox Account Management

Another way we set ourselves apart from the competition is by assigning every reseller your own Xerox Account Manager when you become a Channel Partner. With just one phone call, you can easily get answers about any of our programs or products.

Xerox Education Program

The Xerox Education Program is intended to help resellers target the education segment in an easy, no hassle way. It is also designed to help educators place award-winning printers within their institutions at a discount to save them money.

Trade-In/Trade-Up Program

The Xerox Trade-In/Trade-Up Program lets your customers turn their old network monochrome laser or color printers into rebates!

Market Development Funds (MDF)

MDF is available to Xerox Account Managers to use with resellers in the Xerox Channel Alliance to help drive sales via a variety of ways such as direct-mail campaigns, advertising, customer seminars, etc. All spending activities must be submitted for approval before the activity can be completed.

Demo Program

Demo-equipped resellers enjoy higher unit sales than those who are not. And Xerox makes having a demo easy and affordable with demo rebates on all our network printers. In addition to increased sales, Xerox provides demo-equipped resellers with priority listing on the Xerox Web site, and eligibility to receive sales leads.

Lead Referral

Any registered reseller is eligible to receive printer leads. However, priority is given to Peak Resellers. After Peak Resellers, priorities are given to those resellers who best match the prospect's product interest.

Special Promotions

Xerox offers numerous one-time or short-term promotions throughout the year.





Networking & Software

Network Connectivity

| | 850 | 750 | 780 | N Series* |
|----------------|-----|-----|-----|-----------|
| 10 MB Ethernet | • | • | • | • |
| Parallel | • | • | • | • |
| 100BaseT | • | • | ◊ | • |
| TokenRing | ◊ | ◊ | ◊ | ◊ |
| USB | • | • | N/A | • |

• Standard ◊ Optional

| | AppleTalk | NetWare | TCP/IP |
|-----------|-----------|---------|--------|
| Ethernet | EtherTalk | • | • |
| TokenRing | TokenTalk | • | • |

• Standard

- All Xerox Network Printers support PC Windows, DOS, OS/2, Macintosh, UNIX, and VMS workstations
- All Xerox Network Printers include Adobe® PostScript® 3 for compatibility across all computer platforms
- All Xerox Network Printers switch between all ports and protocols automatically; all ports and network protocols are active simultaneously; print jobs are scheduled on a first-come, first-served basis
- Windows and Macintosh drivers are provided with all Xerox Network Printers.
- All Xerox DocuPrint N Series printers include total printer management through Xerox PrinterMap, CentreWare Internet Services, CentreWare DP, CentreWare Services for UNIX Systems and integration/certification by leading management tools

**Xerox N Series Printers consist of the N2125, N2025, N2825, N3225, and N4025*

Networking & Software



Xerox Phaser Color Printer Network and Software Advantages

Easier to Install

- 123 Installation:
 1. Get the software: From the printer's CD-ROM, the web, the user's server, or directly from the printer
 2. Follow the prompts: automatic network addressing, model and configuration sensing, and driver installation makes it easy
 3. Enjoy: fast, true, reliable color
- Easy to understand instructions

Easier to Use

- Intuitive printing tools help adjust printing properties
- 3D graphics show printer components and their use
- Proactive Printing Scout provides feedback during printing and when to load supplies or clear errors
- True, manageable color lets users know that the printed page will look as they expect it
- Color printing assistance through Color Connection provides everything users need to look great in print

Easier to Manage

- Remotely configure and manage the printer(s) through PhaserLink™ Network Printer Management
- Analyze and allocate printer usage and printing costs through our enterprise-wide Usage Analysis Tool
- PhaserHD enables printer software, drivers and support tools to be stored directly on the printer hard disk



Networking & Software

PhaserLink™ Network Printer Management

Simplifying Printer Management

PhaserLink printer management software is a browser based printer administration and support tool that lets users get easy, fast access to all the information about their printer right from their desktop. It allows users to easily set up, configure and remotely monitor printers over the network, and also quickly access on-line manuals and technical support information by using built-in links to the Xerox web site. PhaserLink software is standard equipment — built into the Xerox Phaser 750, 780, and 850 Color Printers.

PhaserLink for Users

- PhaserLink software makes networking easy by providing access to real-time printer and job status information.
- Get fast and easy access to support web sites.
- Search through a virtual library of information in seconds.

PhaserLink for Administrators

- Unsurpassed ease-of-use for setting up and configuring printers on a network and for ongoing printer support.
- Centralized setup, and the ability to view and configure the settings for all network protocols, along with setting printer defaults.
- Real-time alerts notify key operators of consumable status or printing problems to keep downtime to a minimum.

Networking & Software



Xerox N Series Network and Software Advantages

Web Based Management

- Remotely configure and manage your printer(s) through CentreWare and CentreWare Internet Services
- Built in Web server in printer. No special software required – works with any internet browser.
- CentreWare Internet Services also provides direct links to product information, Xerox Home Pages and hot links for downloading driver updates.
- Check toner levels, clone configuration and run diagnostics.

Remote Printing / Email Alerts

- MaiLinX lets workgroups share documents and collaborate more efficiently and productively
- Using an Internet Service Provider's email system from home, a customer office or anywhere in the world - users can print directly to a Xerox network printer from any location with internet access
- More flexible than a company's intranet, MaiLinX lets users avoid software compatibility problems, helps free up fax machines and saves phone and overnight shipping charges by printing remotely
- MaiLinX solves printer management problems with e-mail alerts. When it's time to replace supplies or when service is required, an alert is automatically sent via e-mail.
- Install fonts, forms and firmware upgrades using MaiLinX.

Snap-ins for Popular Management Frameworks

- Enable seamless integration of Xerox network printers with your favorite management framework using:
 - CentreWare for Microsoft Management Console (MMC)
 - CentreWare for Tivoli Netview
 - CentreWare for CA Unicenter TNG
- Monitor, install and configure Xerox printers from your own customized management tool.
- Novell Distributed Print Services (NDPS) / Novell Enterprise Print Services allow administrators to take advantage of built-in printer intelligence to centrally manage the network and its resources; improve printing performance and reduce hassles of network printing to end-users.



Networking & Software

Xerox N Series Network and Software Advantages - Continued

Xerox Proactive Multi-Vendor Management

- Xerox PrinterMap Software manages and tracks printers using SNMP and standard MIBs throughout the enterprise.
- Provides a single view of your printer status, consumable levels and usage.
- PrinterMap is proactive and alert driven – notifies you when a printer needs attention.

Enterprise Output Management Services

- PrintXchange manages the complexities of mixed platforms and business critical output such as SAP.
- It manages across the enterprise.
- Handles load balancing, demand reprint, advanced queue control, output device status and intelligent attribute handling.
- VIPP (Variable-Data Intelligent PostScript Printware) software enables the printing of personalized documents and electronic forms on DocuPrint N Series printers
- SAP R/3 Capability – Xerox automated the creation of printer device types that provide access to all the product features of our N Series printers. This provides support for barcode printing.

Stand-Alone Device Management

- Xerox CentreWare DP Printer Management Software and CentreWare Services for UNIX Systems allow administrators to remotely configure, monitor and manage all supported Xerox printers.
- Provides up-to-the-minute status checks of all printer resources.

Color Matching



PhaserMatch™ ICC Software

PhaserMatch ICC software provides the greatest color accuracy, consistency and flexibility. Supported on both Macintosh and PC platforms, PhaserMatch ICC software offers custom-profile capability using ICC profiles. PhaserMatch ICC software allows you to bridge the gap between a wide range of color gamut devices giving you the most accurate color.

PhaserMatch ICC software also provides maximum flexibility allowing you to edit and save the profile to meet your specific color requirements. Easy user interface offers custom-profile capability for both novice and demanding users.

Color Matching

| | 850 | 750 | 780 |
|------------------|-----|-----|-----|
| PhaserMatch™ ICC | | | ○ |
| TekColor™ | ● | ● | ● |
| ColorSync | ● | ● | ● |
| ICM | ● | ● | ● |

● Standard ○ With Extended Features

TekColor™ Dynamic Correction provides a wide range of color-matching capabilities to match a user's needs.

TekColor Corrections

| | |
|------------------|---|
| Automatic | Automatically applies the best color correction mode to each element on the page. |
| None | No color correction made to colors. – Used with the PANTONE® Color Chart for PANTONE® Color matching. |
| Vivid Color | Produces the brightest possible colors and makes blues appear less purple. |
| sRGB Display | Closely approximates the colors on a standard display screen. |
| SWOP Press | Specification for Web Offset Publications. Used to match U.S. press standards. |
| Euroscale Press | Used to match equivalent Imation Matchprint® proofs. |
| Commercial Press | Used to match commercial Imation Matchprint® proofs. |
| SNAP Press | Specifications for Non-Heat Advertising Printing. – Used to match standards for printing on uncoated and newsprint papers. |
| DIC | Used to match Dai Nippon printing inks on coated paper. |
| Toyo | Used to match commercial Toyo printing inks on coated paper. |
| Fujiproof | Used to match the Fuji Color Art System for commercial North American proofs. |
| Monochrome | Grayscale printing. – Used to print page masters for photocopying in black and white. |



Selling Tools

To make the sales of Xerox Network Printers easier, these sales tools are available on the Xerox reseller Web site at www.tektronix.xerox.com/resellers/. Many of these are in PDF format for you to easily download. Supplies of these materials are also available to order directly from Xerox via our Literature Order Form, which is also available on the reseller Web site (click on Order Literature).

Xerox Color and Monochrome Network Printers

- Workgroup Printers Brochure (Pocket size)
- Workgroup Printers Poster
- Workgroup Printers Specification Sheet
- Advertising Tools CD for Phaser Color Printers
- DocuPrint N-Series Brochure
- DocuPrint N-Series Product Sales Guide

Competitive comparisons

- DocuPrint N-Series Product Sales Guide
- 750 Cost per Print vs. Competition
- 850 Cost per Print vs. Competition
- 750/850 vs. HP 4500 and QMS magicolor 2+
- 750/740 vs. HP 4500 - Total Cost of Ownership
- 850 vs. Color Lasers - Total Cost of Ownership
- 740/850 vs. HP 4500 Transparency Print Sample Kit
- 750 Evaluator's Guide
- 780 Evaluator's Guide
- 850 Evaluator's Guide

Customer Information



| | Resource | Where |
|---|---|--|
| <ul style="list-style-type: none"> Set up a printer on a network | <ul style="list-style-type: none"> PhaserShare Networking Setup Guide Xerox DocuPrint Network Printer Quick Network Install Guide | <ul style="list-style-type: none"> In printer box www.xerox.com/officeprinting/support/ |
| <p>Network Services</p> <ul style="list-style-type: none"> Using a network Printer management | <ul style="list-style-type: none"> PhaserShare Networking Manual Network Printer Management CD-ROM | <ul style="list-style-type: none"> On the Phaser printer's CD-ROM www.xerox.com/officeprinting/support/ In the monochrome printer's box |
| <p>Learn to use the printer and its features</p> <ul style="list-style-type: none"> Loading media Consumables information Troubleshooting print quality Advanced printer features Advanced troubleshooting Material Safety Data Sheets | <ul style="list-style-type: none"> User Guide Advanced Features and Troubleshooting Manual | <ul style="list-style-type: none"> In printer box On the printer's CD-ROM www.xerox.com/officeprinting/support/ |
| <p>Learn more about color</p> <ul style="list-style-type: none"> Lessons Templates and tools Tips and techniques Articles and reviews Questions and answers | <ul style="list-style-type: none"> Online color resource | <ul style="list-style-type: none"> ColorConnection.xerox.com |
| <p>Printer support</p> <ul style="list-style-type: none"> Reorder printer supplies Purchase Service Agreement Contact customer support Self-help troubleshooting | <ul style="list-style-type: none"> Xerox Web site infoSMART™ Knowledge Base Telephone support | <ul style="list-style-type: none"> www.xerox.com/officeprinting/ www.xerox.com/officeprinting/support 1-800-835-6100 |
| <p>Contact local Xerox dealers</p> | <ul style="list-style-type: none"> Telephone sales Online dealer locator | <ul style="list-style-type: none"> 1-800-835-6100 www.xerox.com/officeprinting/contacts/ |

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